

THE MONUMENTAL NEWS

AN ILLUSTRATED MONTHLY MONUMENTAL
ART JOURNAL.

R. J. HAIGHT, EDITOR AND PUBLISHER.

SUBSCRIPTION:
REGULAR EDITION in United States and Canada \$1.00 a year; Foreign, \$1.00
INTERNATIONAL EDITION, \$2.50; Foreign, \$3.00.

Address all Communications and Remittances to
THE MONUMENTAL NEWS,
384 DEARBORN ST., : : CHICAGO.

Entered at the Chicago P. O. as Second-Class Matter.

VOL. 8. CHICAGO, FEBRUARY, 1896. No. 2

◆ CONTENTS. ◆

Editorial—Business—Committees for Public Monuments— The Monument Business in the Future—The Na- tional Military Parks.....	113
The Production of Granite Paving Blocks.....	114
*The Dickinson Memorial—Phillips Brooks Memorial...	115
Bronze, II.....	116
European Notes.....	117
*Stained Glass in Monumental Work.....	118
*Talks on Clay Modelling, II.....	120
*The Kenna Monument, Charleston, W. Va.....	121
*Laurent Honore Marqueste and his Works.....	122
Sculpture.....	124
*The Fake—Blodgett Monument.....	125
*Oakwood Cemetery, Syracuse, N. Y.....	126
*Development of the Monumental Idea, II.....	128
*A Columbarium, Indianapolis, Ind.....	130
*Our Illustrations—Proposed Monuments.....	132
*Associations.....	134
Correspondence.....	138
Trade Notes.....	140
Barre Letter.....	144
Quincy Letter.....	146
Practical Hints—Proportion in Designing.....	148
Photographs, Trade Literature, etc.....	150
Advertising Department.....	152
Trade Changes, etc.....	156
How to Make the Business Paper pay the Advertiser.....	158

*Illustrated

THIS is the season of preparation for the busy times soon to begin for retail monument dealers. From information received from the quarries it is evident that a large amount of winter work has been placed which indicates a hopeful feeling for spring business. This substantial way of showing ones confidence in anticipated improvement in business is at once stimulating to trade interests. City dealers report considerable large work to be estimated upon. A discouraging feature of the past month was the number of failures, which are attributed largely to poor collections.

THE unusual number of monumental illustrations in this issue is the outcome of a new resolve on the part of the MONUMENTAL NEWS to give the readers of the regular edition

more illustrations of this character. To this end we solicit sketches or photographs from our subscribers of meritorious work they may have erected. Due credit will always be given.

THE National Sculpture Society, of New York, whose assistance has been invoked to decide upon the merits of proposed public monuments, and artistic questions connected therewith, on many occasions in recent times, has undoubtedly already been the means of much good in this direction. Their committee, consisting of Ward, Saint Gaudens and French has just passed upon the designs offered in the Sherman memorial competition at Washington, a service that establishes a precedent which it is to be hoped the government will hereafter adhere to. It may also pass upon the Lincoln monument for Chicago, for which \$100,000 was left by the will of the late John Crerar. The eminent men, for the most part, composing the society warrant the assumption that the decisions of its committees will not only assure the erection of meritorious public statuary, but will raise the standard of such work generally. It is gratifying to note that the society desires to assist in the improvement of public statuary all over the country, to which end it offers its services to any parties having the work of providing or erecting public monuments. An opinion on the merits of such work from such a high source must be of benefit to a community and the National Sculpture Society deserves universal thanks for this advanced step.

MR. O. E. CARTWRIGHT, president, Michigan Marble and Granite Dealers' Association, and C. W. Hills, of Jackson, an active member of the association and a successful monument dealer, gave expression to some forceful truths in their addresses before the Michigan dealers' convention in Detroit last month. The opinions of successful men are always deserving of consideration, and in these addresses which we print in this issue will be found much food for reflection. We also give considerable space to a number of contributed articles this month from retail dealers, voicing sentiments that have a just reason for receiving publicity in a trade journal, in that they are peculiarly pertinent to trade interests. Discreet agitation of any subject is always

educational. Let us have more matter of the same order.

AN editorial in a recent issue of *Stone* opens thus: "Some day 'a city of the dead' will be platted, in which private monuments will not be allowed to disfigure the landscape. It will not be a 'potter's field,' but the most beautiful construction which intelligence and skill can make. Individual graves will be designated by a mark that will neither obstruct the view nor mar the beauty of its charming stretches of sward and foliage, etc., etc." It then proceeds to ably discuss the question, prognosticating that in that day the monumental dealer's occupation will be gone, and that the cemeteries of to-day will bear witness against any excuse for continuing in the business, but suggests a broader field in architectural stone work. It is edifying to note this expression of views from this journal identified with the stone industry. It is the logical outcome of our advancing civilization, which has for the past few years been finding expression in the modern cemetery.

THE Secretary of War has suggested in his annual report that Congress should adopt a fixed policy in regard to battle-field parks, for if the plan of creating military parks is to be carried out on the scale of Gettysburg and Chickamauga, some fifty places would present themselves for treatment involving an enormous outlay. It is true that while the liberal policy of the government, as displayed at the above named fields, has developed agitation favoring extension of the scheme to other important battle-fields of the civil war, it may also be predicted that the good sense of Congress will not be carried away into extravagance in this direction. In every battle-field is centered a vast amount of general and particular interest, due to causes readily understood, and it is natural to expect that particular interests will be very active toward distinguishing particular fields; yet to meet every case would not only detract from the value of the original design, but would involve so great an expenditure as to invite serious opposition and a possible obstacle to the proper completion of the work already under way. The question of partiality does not enter into the matter; the idea now being worked out is to preserve for future generations such military object lessons of the great contest as not only present lessons of military strategy, but pivotal points in the history of that contest by which the great historical features may be more readily correlated. It may be truly said that no amount of expense is too great to establish history, but there is a point even in this beyond which it will be unwise and unnecessary to go.

THE PRODUCTION OF GRANITE PAVING BLOCKS.

Quite an important industry in connection with the granite trade is the quarrying of paving blocks, an industry which has increased so largely since 1880 that in 1889 the number of blocks produced by the various states aggregated nearly 62,000,000. Considerable information is given on this subject in the report on "The Stone Industry in 1894," made by Dr. William C. Day, U. S. Geological Survey, from which we gather the following: There is no uniform standard of size, as the various cities call for different sizes, but the variations are not great. Blocks $3\frac{1}{2}$ to 4 inches wide, 6 to 7 inches deep, and 8 to 12 inches long are generally preferred.

The manufacture of paving blocks, varies, for obvious reasons, in many of its details from the ordinary methods of granite cutting. A quickness in seeing and taking advantage of the directions of cleavage as well as in handling the necessary tools is requisite. Specifications call for blocks so quarried or dressed as to present substantially rectangular faces with practically straight edges. The corresponding dimensions of opposite faces must not vary more than one-half inch, and the surface must be free from bunches, depressions, and inequalities exceeding one half inch.

The tools used for making blocks are knapping hammers, reels, chisels, and, for initial splits, drills, wedges and half-rounds. When the block maker quarries his own stock it is called "motion work," and the same process is used as in quarrying stone for other purposes, except that, as large blocks are not required, most of it can be done with plug and feather. Slabs, having been split out in the usual manner to sizes that may be easily turned over and handled by one man, are subdivided into pieces corresponding approximately to the dimensions of the required blocks. This is done by striking repeated blows upon the rock along the line of the desired break with heavy knapping and opening hammers. When a break is to be made crosswise of the grain, it is frequently necessary to chisel a light groove across one face, and commonly across the adjacent sides, to guide the fracture produced by striking on the opposite surface with the opening hammer. Good splits can, however, be made along either the rift or grain by the skillful use of the opening hammer alone. Blocks broken out in the manner described are trimmed and finished with a reel, which is a hand hammer having a long, flat, steel head attached to a short handle. Block breakers become very expert with this tool and turn out a large number of blocks in a short time.

Paving breakers seldom work by the day, but are paid so much per thousand according to the size of the blocks.

THE DICKINSON MEMORIAL, PEABODY CEMETERY, SPRINGFIELD, MASS.

The accompanying illustration displays more than words can express the principal features of the memorial erected in Peabody Cemetery, Springfield, Mass., to the memory of the late George R. Dickinson.

It is a combination of American and Italian work, and is marked by a radical departure, in its statuary, from the subjects usually drawn from in the design of cemetery memorials. This group of statuary is a reproduction in Carrara marble of Thumann's celebrated painting of "The Fates," a fine photograph of which was in the possession of the widow. Photographs were secured and sent to Carrara, where Prof. Ghigliotti modelled the group in clay, which was in due course approved and afterward reproduced in marble. The completed memorial stands fifteen feet high and cost upwards of \$7,000.

The pedestal, of sarcophagus form, is made of white granite from the Groton, Conn., quarries. The base is eight feet six inches by six feet, fifteen inches thick, beveled as seen. The second base is seven feet by four feet four inches and ten and a half inches thick. On one side is cut the name Dickinson, on the other that of Clark. The die is all polished with polished columns and carved caps. The lower member of the cap, resting on the die, has an elaborately carved frieze of Romanesque design with monograms artistically introduced. The cap completes the pedestal which is seven feet seven inches high.

The work was carried out at the monumental works of William F. Cook, Springfield, Mass., who devised the general scheme, suggesting a piece of

sculpture as part of the monument, which met with the approbation of those interested with the result of the choice of the subject and the method of its production.

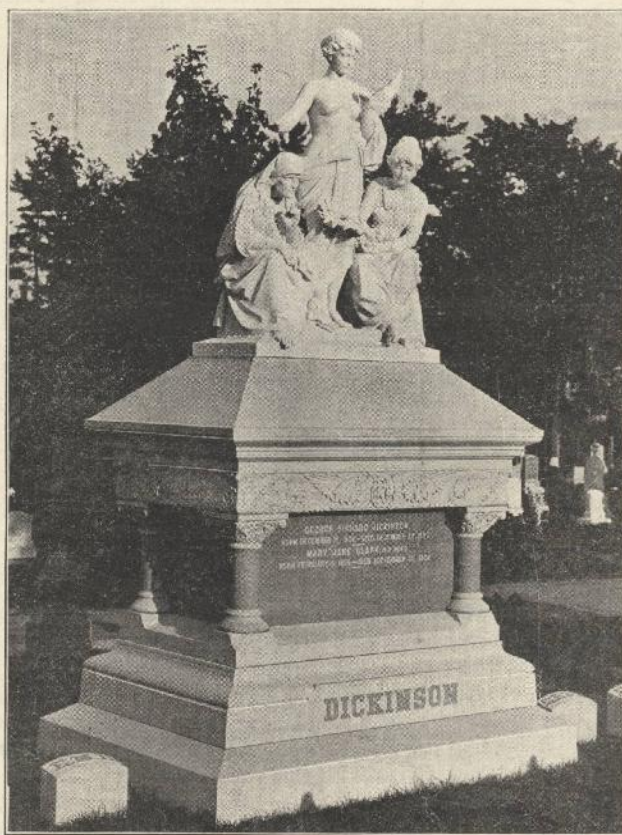
THE BISHOP BROOKS MEMORIAL, BOSTON.

Two plaster models of a proposed memorial to Phillips Brooks have been prepared from designs by Stanford White, architect. The monument is to stand in front of Trinity Church, Boston, of which the bishop was rector for over twenty years. The design most favored by the architect is purely classic, elaborate in detail, of the Corinthian order.

It will stand thirty feet in height, and the base, composed of three steps, will be eighteen feet wide. On these steps rests a die, bearing the inscription, on either side of which an ecclesiastical figure will be carved in relief.

The die will be surmounted by six columns, four at the back and two in front, and the entablature above them will be richly ornamented. In the space disclosed by the front columns will stand a statue of Phillips Brooks, his right hand holding a copy of the Bible, while an angel is represented as standing slightly to the back of him, in the attitude of one prompting. The figures will be modelled by Augustus St. Gaudens.

The other model, or second choice, is designed on the Romanesque style, similar to the church, and is intended merely as an alternative in case the prepared model should be considered not to harmonize with the general tone of the church itself. This church is a fine example of Richardson's genius, and the proposed monument to its great pastor will add still more to its architectural beauty and world wide fame.



THE DICKINSON MEMORIAL, SPRINGFIELD, MASS.

BRONZE II.

BY PAUL E. CABARET.



What is bronze? It is a composite metal, the components of which are copper and tin. In the bronze used for artistic purposes a small percentage of zinc or lead is generally added to allow the metal to flow more freely and to give it better working qualities, the different proportions of alloy varying according to the exigencies of the work. It is well to mention this, as frequently specifications for decorative or artistic bronze work call for a metal composed of copper and tin in the proportion of 90 and 10. This composition, as hard as steel, is only used in the manufacture of cannon and bells, and is not at all suitable for work which requires hand finish and tooling.

Like most other things, bronze is subject to considerable adulteration. There are bronze compositions of poor quality, as there are granites of a poor quality. Cheap bronze is never desirable under any circumstances, were it only on account of its poor coloring qualities when exposed to atmospheric action, letting alone the element of strength and durability.

Bronze, not being in the least subject to deterioration when exposed to the action of the elements, has long since superseded iron in monumental and out of door decorative work. Iron, no matter how pure it may be, or how treated, will in time rust and wear away to almost nothing. And this would not matter so much were the harm to stop there; but unfortunately it is an invariable rule that rust spreads very quickly, and in cases where the metal comes in direct contact with the stone it is a question of but a very short time before the stone is ruined past all remedy. Bower-Barffing or galvanizing are the only known methods that will retard rust, but they cannot in the end prevent it.

We will now devote a few lines to a rapid mention of the principal forms of bronze work used in connection with monumental work. To mention them all would require more space than this article will permit, and besides it is for the draughtsman or the architect to determine what forms will be most appropriate.

Doors and gates naturally form one of the most prominent features in a tomb. In their case specially should the question of design and construction be well considered, for if they are not in perfect keeping with the rest of the structure the result is inevitably more or less disastrous. One of the main requisites in a door or gate is per-

fect and well balanced construction. The constructive parts of doors and gates are made of either cast or wrought bronze. Except in rare and special cases, however, wrought metal is far more desirable than cast, from the fact that the metal, through the rolling and hammering process to which it has been subjected, is rendered far stronger and more dense than cast metal, and not like the latter, subject to unseen flaws. Another advantage of work built of wrought metal is that it has more elasticity and will yield better to the effects of contraction and expansion. This, of course, must not be understood as detracting in any way from the value of cast work. The ornamental details are in most cases cast. Where possible it is always preferable to allow tomb doors to open inward; gates, when used in connection with doors, should open outward. In cases where the doors have an open grille, sliding or hinged shutters, of either bronze or glass, should be provided for.

Window grilles are also an essential feature in a tomb. Like doors and gates, they can also be either cast or wrought. Where stained glass windows are used, the design of the grilles should be well studied out, in order that the shadow cast by the grille may not interfere with the design of the glass window. A piece of fine copper or brass netting is sometimes placed at the back of grilles to preserve the glass from injury.

Among the other forms of bronze work used in connection with tombs may be mentioned: Window sashes, either stationary or swinging; hanging fixtures for stone doors, ventilators, catacomb and floor slab handles, and inscription tablets. These are essential features and do not include the multitudinous variety of different applied ornaments which can be used as well in tombs as on every style of monument, and always with pleasing effect. Among these can be mentioned laurel, oak or ivy wreaths and festoons either singly or in combination, palms, rosettes, torches, crosses, monograms, inscriptions in separate letters, etc., etc.

Owing to the steady movement in favor of cremation, cinerary urns have become quite in demand. Some of these are made very elaborate in matter of ornamentation. The urn of Grecian design seems the most in vogue. They look extremely well when set upon a bronze or marble pedestal. These urns are invariably cast from finely carved wood or plaster models. The same remarks can be applied to flower vases, which are also extensively used and always look well anywhere.

Portrait busts and medallions are coming more and more in vogue. Although they are to a certain extent placed in the interior of tombs, they always look more appropriate on the face or top of a monu-

ment. The greatest care should be taken to obtain as perfect a likeness as possible, for a poor likeness is always an eyesore to those who have known the subject in life.

Commemorative tablets have become almost a necessity in the field of monumental art. Those who have been privileged to visit our prominent battle fields have not failed to notice to what extent cast bronze tablets have superseded the old method of carving inscriptions on the stone itself. And not only on battlefields, but in all the cemeteries throughout the country, is this noticeable. In fact, where long inscriptions are required it would be almost impossible to carve them in the stone, except at a large expenditure of money; while on bronze tablets a great deal of matter can be placed at a comparatively small increase in cost. These tablets can be embellished with any amount of ornamentation, or can be perfectly plain. A very neat and effective design consists of a laurel or oak border in conventional form, with four ornamental rosette fastenings at the corners. These tablets can be set anywhere and will never look out of place.

The subject of monumental bronze work is very extensive in its details. Let it be borne in mind, however, that bronze and stone always look well together, and that the draughtsman and architect need never fear to use too much license in their combination.

The next article, which will close this series, will be devoted to a mention of the proper treatment and finishes required in the different forms of bronze work mentioned above.

EUROPEAN NOTES.

A new monument is being erected to the Italian poet Dante at Trent. It consists of a pedestal of the fine Baveno granite now so extensively used through all Europe, with bas reliefs of bronze portraying the principal characters of that Italian Shakespeare. The whole is surmounted by a portrait of Dante. The statue alone will be 18 feet high, and is pronounced an excellent piece of work, Cesare Zocchi is the sculptor.

The recent close examination of the Antonine column, Rome, shows it consists of 28 cylindrical blocks of marble and a spiral stairway of 206 steps hollowed out in the centre. Considering the length of time that this column has stood in the open air the fact would seem to be proven that marble after all is much more indestructible than is generally credited to it.

On November 3rd, still another monument was unveiled in Milan to Garibaldi. It is one of the finest monuments which has yet been erected to that sturdy

old liberator. The sculptor is Ettore Ximenes. As indicative of the times and feeling in Italy one of the principal wreaths placed upon the monument was sent by the King, being an elegant bronze one, most exquisitely modelled. The monument is in Baveno granite and is surmounted by an equestrian statue. Garibaldi is lightly holding the bridle abandoned on the horse's neck with his left hand, whilst with the right he grasps the hilt of his sword, half drawn out of its sheath. On each side of the pedestal which by the way was designed by the architect Guidini are two groups of figures representing "Revolution" and "Liberty."

The Upper Council of Public Works of Italy have approved of the execution of the monument to Victor Emanuel in Rome completed up the present time at an expense of \$2,000,000. The council has now authorized a further expenditure of \$3,000,000 which amount is supposed to be sufficient for the completion of the monument, but competent judges say that it will require still more than that amount. A full description of this monument will later on be given to your readers. *S. A. MacFarland.*

A statue is to be erected at Bergen, Norway, to the memory of Ole Bull. Already \$20,000 has been subscribed for this purpose.

Victor Hugo's statue for the Place Victor Hugo, Paris will not be ready before 1900. The pedestal will be a rock roughly hewn out in the form of the Isle of Guernsey. The poet will stand on the highest point facing southwest and resembling vaguely the headland of Jerbourg.

Over \$4,000 has been subscribed for a monument to the memory of Hans von Bulow, the celebrated pianist, in Hamburg.

A foreign correspondent writes that "formal complaint has been made to the United States Consul at Leghorn regarding a low grade of statuary that has been shipped for the last few months to this country. Under the new tariff laws a statue, in order to be admitted free of duty, must be executed by or under the personal supervision of an artist, who must sign a declaration to that effect, and who is recognized by the Custom House authorities and the Art Academy. Quite a number of obscure little studios located in villages around Carrara and on the roads to the Quarries, where formerly plumbers' slabs, building work and baths were cut, are now producing statuary which is shipped to the United States. Such a class of work is a travesty on art and should not be admitted under that name. Declarations signed by the so-called 'Bath Tub Sculptor' will probably no longer pass as artistic productions."



WINDOW IN CHAPIN MEMORIAL CHAPEL, HOPE CEMETERY, SPRINGFIELD, MASS.

STAINED GLASS IN MONUMENTAL WORK.

Of recent years windows have been frequently placed in mausoleums and vaults, but owing to their more customary use in churches, this most important and beautiful form of memorial has scarcely been recognized as a feature of cemetery decoration. My attention was drawn to the fact on noticing in Woodlawn Cemetery a mausoleum entirely without ornament and beautiful simply from its proportions and the exquisite finish of the plain white stone. A great iron gate closed the entrance and through it one saw the warm bright sunshine, transmitted by a stained glass window, at the back, falling in mosaic on the floor. The window was neither a large nor an expensive one, but a conventional design in cathedral glass, and yet it filled the interior like a glorifying presence and as I went on to other monuments their gloom and vacancy impressed me as it had never done before. The trees were bare, and among their branches the points of numberless obelisks bristled, dwarfing one another and destroying the sentiment which before all others should pervade a cemetery—peace.

Why this pagan form has found such favor would be hard to tell. Perhaps some years ago when the Christian religions were not in such kindly fellowship as the teachings of Christ admit, a Protestant prejudice against anything which might seem to border on Romishness led to the adoption of Egyptian monuments and Grecian urns and many other things which, while excellent in themselves, are associated in other minds with customs far removed from those of the present day, and which might well give the coming centuries a curiously erroneous notion of our faiths and thoughts. And time will not lend to these more ambitious monuments the charm that we find in the old country churchyards where the breeze bends the tall silken

timothy and the crumbling headstones lean over the forgotten graves that somehow never seem as much forgotten as these neatly tended plots. Naturally enough an object belonging to a certain place or period never justified itself when disassociated from the conditions which created it, and I never see Cleopatra's needle rising battered and uncouth from its graded velvet sward in Central Park without wishing that America would send it back to its own Nile, its Egypt and its sandhills. And yet when we look at the greater part of the sculptured monuments erected thirty years ago, we cannot but feel grateful toward the inherent taste of those who avoided them by choosing the plain shaft. Now, however, we have sculptors whom other countries are delighted to honor, we have bronze foundries fitted to cast the finest work, artisans to follow out the most exquisite design in stone, and it remains only for our people to acquire a more trained appreciation of the difference between good and mediocre work,—for that which is very very bad usually announces itself. But it is generally conceded that perfect painting comes before perfect sculpture in the evolution of art, and it seems more than probable that it will be through the colorist that the general standard of memorial work will be improved until our burial grounds will contain much that is finest of our nation's art. No great buildings, no monuments in public parks gauge the development of a country as do its cemeteries. There alone is found record hopelessly true of the individual taste of all its people, and it is a fact full of promise that the newer parts of Greenwood and Woodlawn are so much finer than the old.

In Greenwood there are, beside the well known Whitney Chapel, a number of mausoleums, and of vaults whose catacombs alone run underground, in which stained glass windows have been placed, and

the foundation is at present being prepared for a memorial which will cost sixty-three thousand dollars. The time was not long ago when this price could not have guaranteed artistic work from American hands, just as the time may not be far distant when art will be the birthright of every individual, availed of or not availed of during life, but certain in great or humble form to mark his resting place, for in the words of a great French humorist, "the highest honor that can be paid a man in his lifetime is to erect a tribute to his memory when he is dead."

Stained glass is as varied as painting on canvas, and the difference between the "antique" or painted, and the opalescent glass might be compared to the difference between the old gothic painters whose sombre colorings had no aim as coloring but was merely a necessary medium for giving form to the figures they wished to represent, and the Venetian painters to whom color in itself was a delight and an expression of thought.

There are several distinct varieties of glass—English, German, Venetian, but the opal "which," as Mr. Will H. Low said not long ago in an address on the subject, "is so American an art that from patriotism we should know all about it," is being used almost to the exclusion of the painted glass in the finest windows.

The process of making the glass is a very interesting one, and some very beautiful effects are seen when what is to become "drapery glass" is poured out in smooth sheets and then deftly turned and waved in such a way as to make the substance into lines and exquisitely graceful folds. One of the most fascinating as well as the most difficult details of the work is the fitting together of the different pieces of glass which are to form the design, adding a thickness here to gain depth of coloring, changing a piece there, building and rebuilding in the frame until the glass reproduces the exact coloring of the cartoon beside it.

This glass is easily distinguishable from painted glass not only from the light and richness of the coloring, but from its seemingly warped surface and the milky patches that from the outside of an unlighted building seem unprepossessing enough unless they happen to give an effect of mosaic. Wire netting which is often used to protect expensive windows from stones or other accidents and the proverbial small boy, tends to dispel this unpleasant teature without dimming the translucence of the glass.

Curiously enough this American departure is rather more antique than "antique" glass. And again I cannot refrain from borrowing from Mr. Low, ("how much better had I stol'n the whole.")

"The art of making stained glass dates back to the tenth century and at first was however rudely the representation of objects, ornament or figures by transmitted light through pieces of various colored glass. As time went on an alleged improvement was made by painting certain portions of the glass to give more reality to the picture and rotundity to the modelling. This painting with vitrifiable colors has in other countries reached a degree where a stained glass window is almost a painted picture, but as a pigment on glass always tends to dull and darken its transparency, efforts were made about fifteen years ago to make windows of small pieces of glass so arranged that they would of themselves make all the differences necessary to the representation of figures and objects. This effort has been crowned with such success that to-day there is in our better windows no painting except such as serves to model the heads, arms and hands of our figures. Every fold of drapery, every leaf and branch of a tree, every flower or object represented is done by cunningly adjusted pieces of glass each receiving and transmitting the light undisturbed by the comparative opacity of paint. Where the colors of the glass are in themselves too strong or crude, or where it is desirable to modify one color by another, recourse is had to placing a second thickness of glass on the surface, or in extreme cases more, but when the sunshine falls through a window of this description you may know that no corrosive element of time can attack it and that barring fracture and destruction it will glow five hundred years hence as the windows which were put into the cathedral of Florence in 1434 gleam and glow in the sunshine of to-day."

The accompanying illustration is from a design made by Mr. Low and executed by the Tiffany Glass Company for the Chapin Memorial Chapel in Hope Cemetery at Springfield, Mass. The window is eight by fifteen feet, and even the black and white reproduction, which gives no sense of coloring nor the light that would be found in a photograph taken from the window itself cannot dispel the uplifting spirit of peace which the figures and the great over-arching wings impart. *Marguerite Tracy.*

The sister arts of architecture and sculpture appear to be drawing much attention to their combined efforts to produce work worthy of the commendation of Father Time. This is especially true of Germany, as exemplified in the magnificent monument to the memory of Emperor William, now being constructed in Berlin, wherein both the arts will be much in evidence. In our own finer monuments the same combination is noticeable and the result decidedly beneficial.

TALKS ON CLAY MODELING. II.

Don't work with hard clay. Don't work carelessly; when you are tired stop and rest, but when modeling make every stroke count.

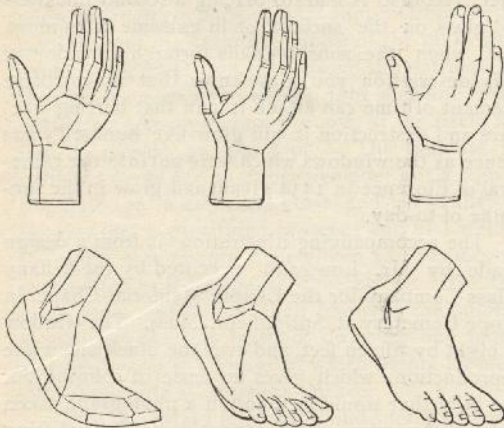
Do not "jab" at your work and punch it all out of shape in trying to correct a slight error.

Above all do not get into the habit of stroking and smoothing, before you have constructed. There is never any need of "slicking." By the time you have the smaller forms correctly modeled your work will be smooth enough.

But the advice which every teacher is expected to repeat over and over again is this: Keep your work simple; model by planes, masses first, details afterwards.

Few indeed are the pupils who grasp the significance of this counsel, and fewer still are those who apply it in their work. We all see detail naturally, but the habit of looking at things in a larger way is an acquired one.

Very likely the accompanying cuts of progressive models, (from Hennecke's Catalogue of casts)—may serve a better purpose than pages of description. The hand or foot is literally "blocked" out first. All details and undulations are ignored until the general planes have been established. A

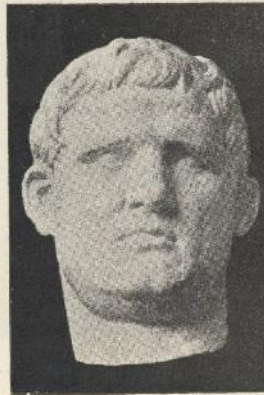


large part of the work of the beginner is the acquirement of this mental habit of reducing things to their lowest terms, of grasping the essentials of construction and leaving out the things which are unimportant. We think that our fingers are clumsy and our hands unwilling, but the truth is that our minds do not know how to take hold of things. As soon as the intelligence is able to direct, the hands will do their part.

The old Greeks were masterly simplifiers and for this reason the classic heads are still our favorite models. Take a mask of the Venus de Milo, the Psyche of Naples, the Hermes of Praxiteles, or any

other good head of those days and you have a model which can be used over and over again, and which will teach you something new every time that

you copy it. Do not undertake to finish it up at the first attempt, nor the second, but carry it a little further each time. It is the practice which you need, the training of mind and of hand. For this reason it is better to model it over and over, ten times on ten successive days than to drag along with the one copy for a couple of weeks after the enthusiasm is gone.



One of the best things connected with school competitions is the alertness which comes from the necessity for putting in telling strokes. In the same way one really learns something by working occasionally "against time." In the effort to see

how much may be accomplished in a given period there is a mental exhilaration and shaking up. There will be a great deal of this strain later when working from life, and, for comfort of artist and "patient" alike, it is important that the sculptor be able to concentrate himself upon the problem in hand. Hence I would repeat once more: Do not allow yourself to get into a habit of working listlessly. Do your best, and when interest flags, stop short or try something else.



While the plaster shops are full of beautiful masks, those mentioned above, with perhaps the addition of the "Young Augustus"—another of my favorites—will make a little collection over which many hours may be spent with the greatest profit. They should be placed upon the board and built up as directed in my first paper.

The chief trouble with all beginners is that through ignorance or thoughtlessness they make the work so hard for themselves. They sit in their own light. They get model and copy all askew.

They let their clay dry up or pour water on it until it is mud. In building one portion

of their copy they muss up the rest of it.

With good clay and a good light, half of the difficulties are vanquished. Never work in your own shadow—nor for that matter in any shadow and avoid, just as carefully, putting yourself where three or four cross-lights strike the model. Any light may serve for blocking out your work, but for the surface modeling it must be sharp and cutting. This is why sculptors like sky-lights. However for these masks a single window, half curtained, is all right. Sit facing it with your board upon a table before you, and as you model raise occasionally one side or the other of the board.

You will be astonished at the relief brought out in this way, and the beautiful play of light and shade will be a revelation. At the same time confusion will have given way to definiteness and an apparently hopeless task will have been made easy.

In the surface modeling a great deal of time may be saved by holding a small piece of clay in the left hand and training the fingers to roll it into a string from which the right hand can readily pinch off the little dabs required. This unconscious movement is far more rapid than groping each time for the pile of material on the board. The clay soon dries from the heat of the hand and must be changed every few minutes, for it should always be kept as soft as possible without becoming sticky.

Lorado Taft.

The Kenna monument illustrated herewith is erected at the grave of the late Senator Kenna at Charleston, W. Va. Its dimensions are: bottom base, 7 ft. by 5 ft. by 3 ft.; die 4 ft. 8 in. by 2 ft. 8 in. by 9 ft., making it stand 12 feet in height. It is cut from dark Barre Granite, and is all polished base and die. The front has a cross raised 2 in. and the name Kenna. On the rear is John E. Kenna, April 10, 1848—Jan 11, 1893. It was quite a task getting this monument into place, Mr. Jas. B. Bitenbender informs us, as all will know who have had experience in getting heavy monumental work up the side of a mountain with blocks and falls. J. F. Manning & Co., Washington, D. C. were the contractors.

The most wonderful piece of natural sculpture in the world may be seen by any visitor to the Cape Verd Islands. This specimen of natural art work is without doubt the most colossal and marvelous freak known to the geologists and geographers. San Vicente is the principal town of the island. As the ship enters the harbor of the aboved-named place one sees a bold ridge of dark volcanic rocks lying in the distance. The crest of this ridge forms an exact likeness of Washington, the figure



THE KENNA MONUMENT, CHARLESTON, W. VA.

lying apparently face upward, as if in sleep. The large, bold features, the backward wave of the hair, the rotund form of the massive shoulders, and even the frills on his Colonial shirt, are reproduced on a scale of such magnitude and grandeur as to be absolutely startling. The fidelity of the outline is such that the freakish forms assumed by the stalactites and stalagmites in the well-known natural caverns are not suitable comparisons.

This strange natural monument to the greatest of American heroes is the first object to meet the gaze of the observing sightseer as he approaches the Cape Verd Islands. With the boundless ocean for its background and the tropical sky overhanging it, it is no flight of the imagination when we say that the freak forms a tableau of overpowering magnificence.—*St. Louis Republic.*

Seven varieties of marble have been on exhibition at Cheyenne, Wyoming, taken from beds located four miles north of the Laramie River and twelve west of Wheatland.

Discoveries of valuable onyx, which promise to develop into very large mines, have been made near Heraldsburg, Cal. The stone is beautifully marked, and a blast of the face of the ledge has exposed it in great quantities.

LAURENT HONORE' MARQUESTE AND HIS WORKS.

Laurent Honore' Marqueste is one of the glories of French modern sculpture. Almost every piece that comes from his chisel is an epoch in contemporary French art as well as a signal post marking new roads to the artists' renown. Marqueste's career, more than that of any other sculptor perhaps, gives a correct idea of how the State can efficaciously encourage and lend a helping hand to talent.

Marqueste was born in Toulouse in 1848. In his first attempts at sculpture he showed that his art would follow the classic traces of the Greeks in purity of form and in the classic of pose. The numerous works he executed while in Rome gives evidence that he had gone there for the purpose of hard work, and to breathe in the breath which was left by the Greeks and the Romans in their statues, which to-day has become the standard of artistic taste. He certainly was not among that class of art idlers who strive for the Prix de Rome in order to be supported by the government while passing away their time in an agreeable climate and city. Some years ago, I remember asking a student painter who was working for the Prix de Rome, what he intended doing when he got to the Eternal City. "I don't know any more than you do," he answered. "I shall spend a good deal of my time having a good time, and the rest will be passed in looking around and in working."

Marqueste obtained the Prix de Rome in 1871, and after the allotted time he sent a bas-relief in plaster entitled "Jacob wrestling with the Angel." During his stay in Rome, besides the first group, he sent "Perseus and the Gorgon," a group in plaster, which in 1876, obtained the Salon's first class medal, and "Velleda," bought by the state, and sent to the museum of the sculptor's native city.

It is said that work is half genius, and when the will to be some one, and excel in one's work are added, then man seems allpowerful.

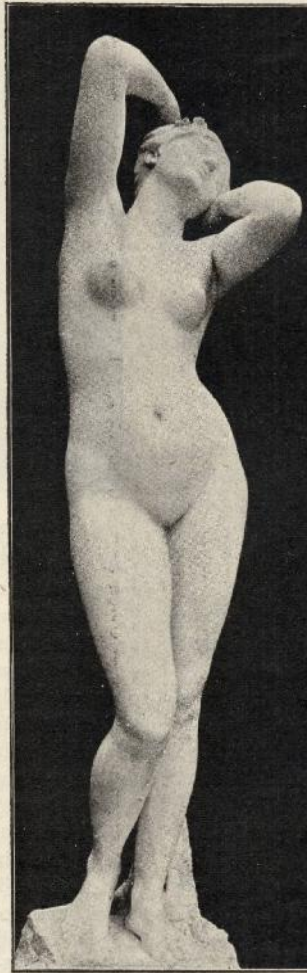
From the long list of noted statues and groups, you will at once conclude that this artist is a hard and constant worker; and their variety proves that

his talent is versatile. When last summer in the chapel of Chantilly, built to contain the remains of the Grand Conde, I particularly admired a bronze statue of Saint Louis which stands in relief among others of this highly ornate sepulchre. I was surprised when told that it was the work of Marqueste, for his specialty seemed to be the nude, the personification of the mythological fables, the revival of Greek art, in a word. But on further investigation I found that the great equestrian statue of "Etienne Marcel" standing in the lateral facade of l' Hotel de Ville was signed Marqueste, and that the artist is hard at work upon the bust of Racine for the Odeon theatre, and also upon a high relief "Le Cheval Dompte," for the facade of the Museum of Paris.

But Marqueste has founded his reputation upon heroic sculpture, if I may be allowed the term. His dream must have been, if it be not still, to continue the long line of chefs d'oeuvres which were begun by Phidias. When, in his career, he wishes to make a statue at which judges, admirers and also detractors must stop to devote sometime to the analysis of one of his works, he willingly exhibits what the French call "une piece classique."

After having been the recipient of all honors except the medal of honor of the Salon of the Champs Elysees, it was surmised that he aimed at that medal when he exhibited his "Perseus," a few years ago and which, bought by the State, now occupies a conspicuous place at the Luxembourg museum. In the authors estimation, no doubt, this group is the resume of what he can do, of what can be done in modern times to perpetuate classic sculpture.

It is a bold piece of work. Perseus loses much of his elongated litherness, his grace, happily mingled with power and strength, in the illustration. If the jury did not see fit to award the medal of honor to Marqueste for this Perseus and Medusa, it was probably on account of the second figure, the Medusa. She is perhaps too compact, too heavy; she reminds one rather disagreeably of a modern woman who has lost some of her classical lines with high living. Marqueste may have got his idea of



"GALATEA."—L. H. MARQUESTE, SC.

this group from Benvenuto Cellini's group standing in the Piazza della Signoria of Florence. Cellini's Medusa has perhaps not half the space Marqueste has allowed to his; yet there is a marked difference in the definiteness of design of each member and parts of body. The strength of Marqueste's Medusa lies entirely in the head, and even there, there is a lack of the power of resistance that Benvenuto would have doubtless given her if he had not represented Medusa already decapitated. Evidently in both groups the chief figure is Perseus, and Marqueste has the merit of having a conception of his own.

It has now become the fashion,—I apologize for using a common hackneyed term in regard to styles in sculpture, but I know of no other which expresses the changes that art itself is now undergoing,—to use all sorts of metals and patinas to give tone to works of art. Marqueste is also beginning to put marble aside, as his statue "La Fortune" will testify. It is one of his happiest nude female figures. Svelte and perfect she stands on the wheel of fortune with outstretched arm holding a cornucopia. It was an order from the Jockey Club for a race prize given in 1887.

When one looks upon the list of important works of this indefatigable artist, one becomes astonished at the amount that one can perform in one half of a lifetime, for Marqueste is still a young man, and the history of French sculpture may still contain an



"PERSEUS."



"NESSUS."

unmade chapter of this artist which will be one of those that France will be most proud, for, as we say in French, Marqueste n' a pas dit son dernier mot, although his country has seen fit to shower all honors upon him, for he is officer of the Legion d' Honneur, Professor at l' Ecole des Beaux Arts, and member of the Institute.

Emma Bullet.

Charles Dickens is still being honored, although some have said his renown was ephemeral. A London journal says that "A memorial tablet has been placed on the Villa Bagnerello, at Albano, near Genoa, which was occupied by Charles Dickens and his family during the summer and autumn of 1844. Dickens described the residence as "detestable," and as "the most perfectly lonely, rusty, stagnant old staggerer of a domain that that you could possibly imagine."

* * *

An exchange says: Elizabeth Ney, daughter of Marshall Ney, famous in Europe for her delicate work in sculpture, is found to be the same woman who for twenty years has worked quietly in Texas, where she has been known as "The Strange Lady." Miss Ney—now Mrs. Montgomery—is said to be a very beautiful woman, untiringly devoted to her art.



ALEX. DOYLE, New York, is now engaged on a marble statue of the late senator John E. Kenna, for the state of West Virginia and of Frank P. Blair and Thomas H. Benton for Missouri. These statues are to be placed in the United States Capitol Gallery at Washington, and were provided for by legislative appropriations. Besides the above, a statue in bronze of Admiral Semmes, for Mobile, Ala., and four statues for the soldiers' monument in Montgomery, Ala., are under way. Mr. Doyle has recently invented a "pointing machine," for the purpose of enlarging or reducing one model from another. So far as the sculptor's work is concerned it is in no way mechanical, but merely gives the points of enlargement or reduction accurately leaving the modeler to bring his surface to the point. It is small, simple and accurate.

* * *

THE committee designated to consider the competitive designs for the monument to Gen. Wm. T. Sherman to be erected in Washington under the auspices of the Army of the Tennessee, met in Washington, January 18. Some twenty models were submitted. The entire committee comprises: the secretary of war, the general of the army, the president and secretary of the society of the Army of the Tennessee, and the Sherman statue committee of that society, consisting of Augustus S. Gaudens and Olin Warner, sculptors, and Bruce Price and Charles Post, architects. The decision of such a committee should certainly result in a monument worthy of the subject and the city of its location. Among the sculptors competing were the following: H. J. Ellicott and Wm. Bruce Gray; J. O. Lester and B. Sims; Prof. L. Amateis; Victor Olsa; Alfred Luzi; H. K. Bush Brown; Theodore Mills; J. Massey Rhind; William Ordway Partridge; two models; Adrian Jones; Chas. H. Niehaus, two models; Carl Rohl Smith; Rowland Hinton Perry and Edward P. Casey; L. Mullgarde; Fernando Miranda; Edwin M. VanNote; James E. Kelly; F. A. Dunbar. By unanimous action the committee selected four of the sketch models for further elaboration upon a scale of two inches to the foot and for future judgment. The sculptors honored are Paul Wayland Bartlett, Paris; Carl Rohl Smith, Chicago; Chas. H. Niehaus and J. Massey Rhind, both of New York, H. K. Bush Brown, of New York, was selected for the fifth award of \$1,000 for merit. The committee commended the exhibit of models as interesting and highly creditable as works of art to American sculptors, but was not satisfied that any one of the models grasped the individuality of the man or portrayed his character, hence the four best models were selected for further elaboration under direction of the committee and for future competition, the three finally unsuccessful to receive \$1,000 for merit and \$250 for the additional labor. \$96,000 is in hand for the work.

In the model of Carl Rohl Smith, General Sherman is represented on horseback in full regiments, but with uncovered head receiving the plaudits of the people—the scene so often enacted amid enthusiasm during the last twenty years of his life. On either side of the pedestal are symbolical figures representing War and Peace and about the base are appropriate inscriptions with twelve medallion portraits of his corps commanders. The horse, the pose of the rider and the facial likeness are lifelike, but the crowning merit of the artist's conception ac-

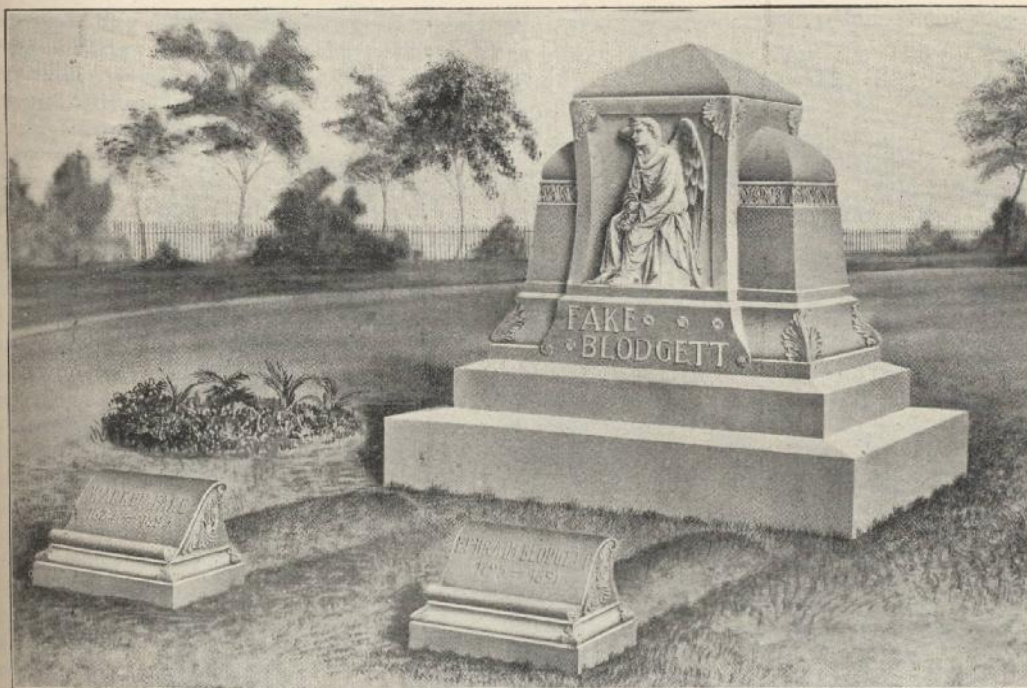
ording to Washington correspondence, is in the fact that it portrays the grand old hero as a man of peace as well as a man of war.

Mr. Charles H. Niehaus presented two models. No. 1, is of the Renaissance style, having a rectangular pedestal surmounted by an equestrian statue of the general, with the horse in motion. Four bronze figures symbolizing the issues of war, Progress, Emancipation, Peace and Law. The pedestal is contained within six columns, resting upon a stylobate and supporting the entablature. Discs, containing the national coat-of-arms, pendant from lion's heads, are shown on the main shaft. A frieze in line with the capitals of the columns is inscribed with the names of Sherman's victories. There are other inscriptions of date, birth, etc., and the side panels have insignia of the four arms of the service. His second model gives an equestrian statue on a heavy pedestal set in front of a rectangular, exhedra, the walls of which contain bas-reliefs of Sherman marching through Georgia. Low balustrade walls form three sides of the exhedra, the end walls containing decorated tablets giving Sherman's victories. The amperes are surmounted by eagles grasping in their talons the national coat of arms. Upon the entablature, front and back, are figures of Fame's heralds, bearing trumpets, laurel wreaths, etc. General Sherman sits erect on a war horse of large proportions.

The model of J. Massey Rhind and K. Dahler Tangen, architect, is thus described in the Washington *Evening Star*:

The building up of the figures and the architecture are massed together in order to convey a feeling of completeness. The four steps around the monument cover a space of nearly forty feet square, upon which stands a simple solid base, having at the four corners projecting pedestals bearing four soldiers eight feet six inches high, representing the four corps in the service under Gen. Sherman. Rising from this base are pilasters of a purely Greek order, between which is thrown an arch, causing a panel which is filled with a spirited group of military figures bearing the American flag, with the general in the center of the group, representing "the march through Georgia." An entablature rests on the pilasters and forms a pedestal for the equestrian statue of Gen. Sherman. The horse stands with the legs placed front and back in a very rigid position. The general is shown turned round on the saddle, resting his right hand with sword on the back of the horse, addressing an imaginary army or regiment. The height from the ground to the top of the general's head measures fifty-two feet, and the horse and man would be almost twice life-size. On either side of the monument are placed allegorical figures of "Fortitude" and "Good Generalship." Suitable inscriptions will be placed on the front, to be decided by the committee, while on the back a large panel will have an historical description of all the achievements performed by the general during his military career. The material used for this monument would be a fine grained gray granite, and all the figure work in bronze.

H. K. Bush Brown offered two models. The principal one gives an equestrian statue of General Sherman mounted on a granite pedestal of simple design. The horse is represented moving, looking intently forward. The General is also represented looking straight ahead, oblivious of his surroundings. On the right of the equestrian group, slightly in advance is a figure of war, with left hand raised as though commanding the enemy to cease firing while in the right he holds a drawn sword point downward, in token of peace. On the opposite side of the horse's flanks is a figure of Peace, with palms and a cornucopia in the right hand. The pedestal is in the form of a rectangle, with rounded ends. Including plinth it is 30½ feet high and the statue is eighteen feet. Immediately beneath the projecting cornice, which is enriched with lions' heads and bronze stars, is placed an ornamental frieze, composed of palm branches, alternating



THE FAKE-BLODGETT MONUMENT.

ing with discs bearing the badges of the several army corps of Sherman's army, with Sherman's own corps, the fifteenth, on the center of the frieze on each side. At the front of the pedestal are two intertwined wreaths. Secondary groups, representing War and Peace, are placed at the sides above the stylobate. Collaborating with Mr. Brown in this design are March, Israel & Harder, architects of New York.

The successful competitor at the final decision gets the contract for the monument at \$90,000.

THE CHESTER B. ARTHUR memorial, illustrated in the January issue in the article on "Chas. B. Canfield and his Work" was designed by Ephraim Keyser, sculptor, now of Baltimore, to whom the commission was awarded. The bronze figure was modeled by Mr. Keyser and cast under his supervision. Mr. Canfield took the contract for the granite work, bronze casting and erection, and was inadvertently given credit for the design. In justice to Mr. Keyser, we make the correction.

THE FAKE-BLODGETT MONUMENT.

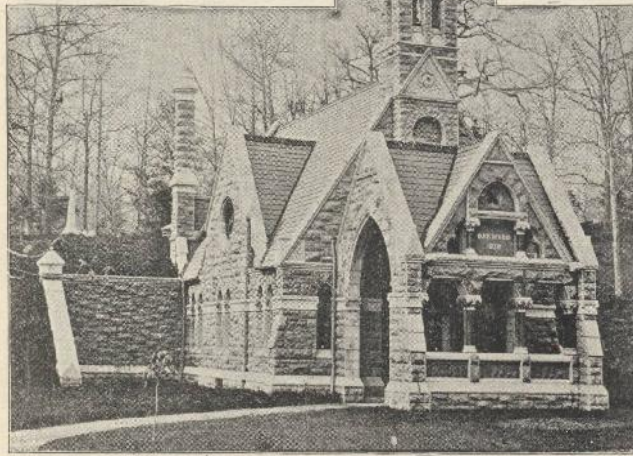
The Fake—Blodgett monument and markers illustrated on this page are from a design now being carried out for F. R. Jenkins, of Penn Yan, N. Y., by F. Barnicoat, of Quincy, Mass. The monument is being cut in Westerly granite, and will have the following dimensions. B. base 7 ft. 7 in. by 5 ft. 1 in. by 1 ft. 4 in. 2nd base 6 ft. 3 in. by 3 ft. 9 in. by 11 in. 3rd base 5 ft. 5 in. by 2 ft. 11 in. by 1 ft. 2 in. Die 4 ft. 8 in. by 2 ft. 8 in. by 4 ft. 10 in. The figure is cut solid on the die in high re-

lief. The tablets are finely carved in harmony with the monument, and the entire work will reflect credit upon designer, contractor and manufacturer.

A very recent decision of the Board of General Appraisers was made on some imported tiles upon which a protest was made on excessive duty. The tile in question was 6x5 inches in size, with a slate-covered surface, cemented or burned into and upon a gray backing. The duty assessed was 40 per cent ad valorem and the claim made was that they should be assessed at 25 per cent ad valorem. Both rates are under provisions of paragraph 78, tariff act, Aug. 28, 1894, which says: "Tiles, plain, not glazed, ornamented, painted, enameled, vitrified, or decorated, twenty-five per centum ad valorem," and second: "Ornamented, glazed, painted, enameled, vitrified, or decorated, and encaustic, forty per centum ad valorem." As the tile in question presented only one color upon its surface, and was not glazed, figures, or ornamented in any manner, it was maintained by the Appraisers that the appeal be sustained. This was following a former decision in which it was shown by expert testimony that tiles with only one color burned in are not recognized commercially as "encaustic."

**OAKWOOD CEMETERY,
SYRACUSE, N. Y.**

Beautiful Oakwood is a term appropriately applied to this attractive resting place of the dead, which originally beautiful under nature's lavish hand, has retained this characteristic



OAKWOOD CHAPEL.

feature under the wise methods adopted and pursued in its transition. It comprises some 170 acres of land, situated not far from the center of Syracuse, N. Y., and includes hill and dale, of gentle declivity, no inclines impracticable, and half of its area natural woods, the white and black oak predominating. Its greatest elevation is 200 feet.

Oakwood cemetery was established in 1859, and now comprises some 170 acres, but has only one small lake used as a lily pond. It has eleven miles of gravel roads, and on the grades the

gutters are paved with cobble stones from three to seven feet wide. There are fifty seven sections laid out, of irregular size and shape, covering some eighty acres of its area; the largest lot contains 8050 feet, and there are several of 3000 to 6000 square feet of area, but probably the average may be set down at from 450 to 500 feet. No entire section is devoted to single graves; the system adopted is to locate a block of them not many in a place, in the interior of large sections. There is no "potters field," and this is a feature in accord with present ideas provided a true conception of "man's duty to man" stimulates the management.

No monuments or boundary posts are permitted on single graves and the markers are restricted to a height of 2 ft. 6 in. and a width of 2 ft. One body is only allowed in each grave and the price charged is ten dollars.

The lawn plan, as it is called, of cemetery design and maintenance, is adopted in the new portion of this cemetery, so that in the old grounds we still find the depressed paths between lots. About the newer sections grass paths are the rule and no gravel, cement or scrimshaw is used. Very liberal margins are left about the lots for ornamental planting, and all odd points and fractions are reserved for decorative effects about



VIEW IN NEIGHBORHOOD OF CHAPEL.

the grounds. No mounds on graves exceed five inches in height and few are above three or four inches.

No restrictions are as yet placed upon the design and form of monuments, except that they must be in every way proper, and only one is allowed on each family lot. All foundations are however built by the cemetery association, which at least prevents faulty construction in this most particular feature of cemetery work.

In regard to family vaults, the cemetery authorities exercise a

mentorship and all designs must be submitted for approval and accepted by the executive committee before any work is commenced upon them.

Hitherto the cemetery has not been provided with modern water facilities, but the coming summer will see a commencement of this important matter.

The Chapel and Receiving Vault combined, of which two views are given, is constructed of Onondaga gray limestone, and cost some \$20,000. The receiving tomb is arranged under ground and has a capacity of 200 bodies. The total number of interments is about 9000, and the average number per year at present is 375.

The management of this cemetery does not consider a greenhouse a necessary adjunct and in consequence Oakwood has none. Greenhouse plants can be bought so cheaply, and, moreover the planting of tender flowers is discouraged, so that greenhouse facilities have no attraction for the officials. Great care, however, is bestowed upon a small nursery, where a great variety of the best and choicest evergreens, deciduous trees, shrubs and hardy perennials are cultivated. This nursery furnishes ample stock in great variety for the ornamentation of the grounds as well as to accommodate lot owners. The plants are set out in the nursery very small and



DEDICATION VALLEY.

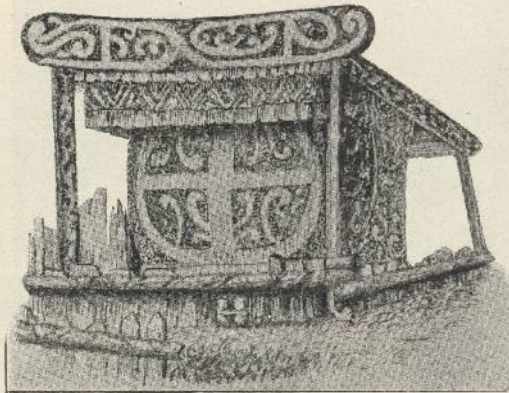
thus become acclimated and when required there is choice enough of good material for immediate effect which very rarely fails to grow right along. This is a policy which should be pursued more particularly than it is in all our cemeteries, and it would be well as a rule, if more attention were paid to the wild plants and shrubs indigenous to the locality. Many of our leading landscape men bestow much care in this direction and produce effects with familiar plants and bushes hard to be excelled in any other way.

The illustrations given speak well for the appearance of the cemetery. At the point illustrated by the view of "Dedication Valley" the services of dedication were held in November, 1859. Many fine monuments are scattered about the grounds.

The cemetery employs from twenty-five to thirty men, and in the spring augments the force by the addition of forty to fifty women, mostly German. The latter do the light work of raking up the leaves and cleaning up the grounds generally, and they appear to do the work satisfactorily. This is unique in cemetery work. The original surveyor of Oakwood was Howard Daniels. To the superintendent, Mr. B. Chaffee, is due the improvements now continually in progress, which are in line with progressive modern ideas.

DEVELOPMENT OF THE MONUMENTAL IDEA.—II.

The accompanying illustration represents a form of tomb, or mausoleum, not very common in this country, it is safe to say. We are indebted to a Mr. Angus for this cut and description, and he saw it in 1844 and pronounced it a fine piece of Maori Art.



A MAORI MONUMENT.

In construction it is semi-circular in shape, covered with a square roof, as the sketch shows. In the central tomb, the roof and posts are all covered with arabesque patterns, mostly of spiral character. Paint is liberally used on it, the central tomb or coffin being red and white, while the posts and roof are red and black. Under the roof, the semi-circular coffin, in which the body has been placed in an upright position, is distinguished from the outer portion of the tomb by the red and white color with which it is painted, in contrast with the red and black of the outer portion. Red is the prevailing color of all tombs because it is the hue of mourning as well as of war. Under the eaves of the front is the highly ornamented border of the Kaitaka mat, once worn by the deceased, but now left to decay on her tomb. The slight fence shown around the tomb gives it ample protection, as the whole space within was rendered sacred by the "Tapu" laid upon it by Raupahara, who thus honors his mother, and not one,—not even a chief, would venture to enter the forbidden enclosure.

It appears from the exhibitions of these wild and untutored sons of earth, that, soon after they form themselves into tribes, presumably for self preservation, the first law of nature, they seem to drift by a natural instinct along the lines of progress until they may be traced through the past by the records of their dead left on all their mementoes, which stamp their national character and tribe.

We have seen no records of any animal, except of the human family, which leaves, or desires a record left behind them; but all along the lines of the

human race before they emerge from barbarism, there exists an intense desire to build up and unite in some good and lasting manner their history and life, although they may not know what history means, or have any definite conception of the past or future; but only live in the present, actuated by the impulses which lead them onward to conquests that serve to enlighten and awaken this earnest desire for memorial and remembrance. This shows itself in many forms throughout the uncivilized lands.

About the next thing which follows these desires of man, when the dawn of his superior existence makes itself apparent is his love of art, to beautify, to adorn, and make emblems pertaining to the times in which he lives. In these, the genius, sculptor or painter, leads. The tattooing among some tribes is art, itself, in execution.

The Maoris of New Zealand were, in all probability, the most advanced race of all the uncivilized tribes before they came in contact with the white traveler and explorer.

Here is a story of an old heathen chief who gave permission for his portrait while he was superintending a building for himself. It was raining fast and the old Chief sat upon the ground wrapped up in his blanket with a piece of sail cloth over it. The artist found it so unpleasant that he suggested they had better go into the house, but he declined to move and ordered a shelter to be erected for the white man, which was done by fastening a blanket to some upright poles, and the picture was completed—the painter under cover, the sitter out in rain,—and a chief at that.

In following these tribes through so far as our knowledge goes, they appear to be susceptible of a fair understanding but are governed by superstitious impulses and the surroundings in which they find themselves. But the onward march of our present civilization soon wipes out all traces of the race who falls under its divine influence. We have a fair sample of the effect of our civilizing influence in the American Indian, who four hundred years ago, with his various tribes, possessed the North American Continent, and roamed at his own sweet will over all of the United States and Canada. He was a simple child of nature, with no higher aspirations than to satiate his hunger, through the chase, and to mingle with other tribes in their favorite sports and contests. What records have these sons of nature left of their own existence? A few small tribes in the West remain to tell the tale of the sad, swift and almost utter destruction of this powerful race. While we found them the natural product of America, we also find in the relics of the Mound Builders, traces of a race before them, or of a pre-historic race.

M. S. Dart.



View of the largest plant in the world for the manufacture of Granite work.

CHAS. H. MORE & CO.,

Quarriers, Cutters and Polishers.

Of the Celebrated Barre and other New England Granites. Also Importers of Swedish and Scotch Granites and Italian Marble Statuary.

MAIN OFFICE,

BARRE, VT.

FOREIGN OFFICE,

107 UNION ST., ABERDEEN, SCOTLAND

WESTERN OFFICE,

53 DEARBORN ST., CHICAGO, ILL.

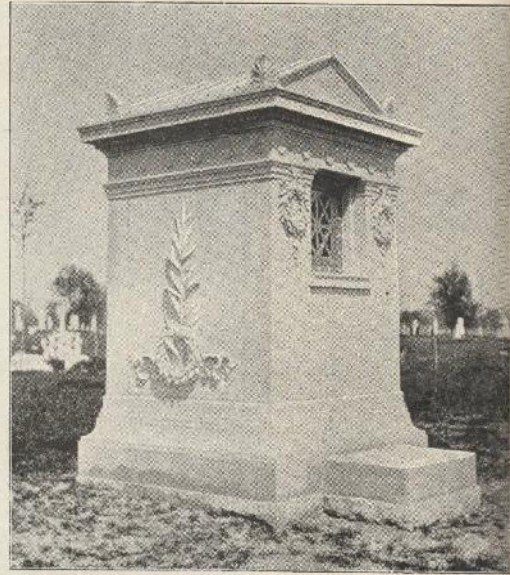
A COLUMBARIUM, INDIANAPOLIS, IND.

The accompanying illustration represents a small columbarium recently erected in Crown Hill Cemetery, Indianapolis, Ind., to receive the ashes of Mr. Gustav Bohn, a man of progressive ideas, whose body according to his will was taken to Cincinnati for cremation and the ashes returned to Indianapolis to be taken care of in the above cemetery by the wish of his widow.

As there is no provision in Indianapolis for the care of such remains other than burial, it was decided to build a columbarium on a small scale, and as will be observed by the dimensions this one is not larger than some cemetery monuments of ordinary size.

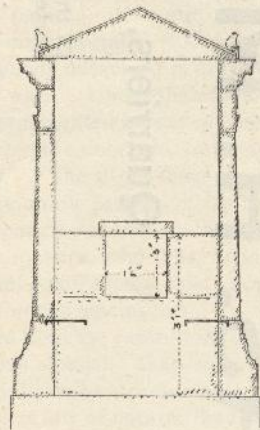
In this design the upper half forms a small chamber, while the ashes are deposited in a separate hollow space in the lower solid part and covered by a slab. The ashes are contained in a copper cylindrical box, five inches in diameter by six inches high, thoroughly sealed. This is amply large enough for the remains of an adult and is in the form in which they leave the crematory sealed by the officers of the society.

The monument is built of Indiana stone, in the classic renaissance style. The small iron door in front, of Grecian design, is gilded over with leaf gold, which gives refinement to the whole design. All the ornamental work was carved from plaster models. The door is large enough to admit a full grown



the same in the family lot, or where individual wishes are to be respected, offers an appropriate solution of the question. And more than this it presents opportunities by which the monotony of the cemetery monument may be relieved. The design here illustrated speaks for itself, and it carries with it the idea of an appropriate memorial besides a permanent receptacle for the ashes of the departed.

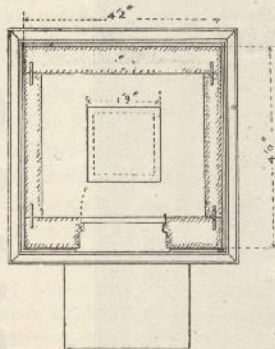
The architects were Messrs Vonnegut



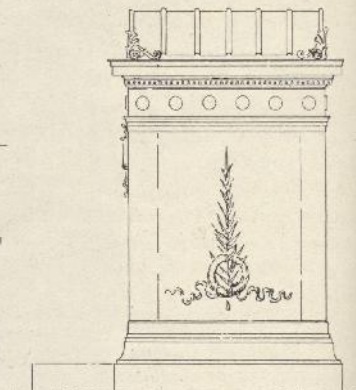
Section.



Front Elevation



Plan.



Side Elevation

person, and is kept locked; the monument could well hold the remains of an ordinary family. This method of caring for the ashes of the cremated, where it is desired for family reasons, or otherwise, to dispose of

& Bohn, Indianapolis, the monument being for the father of Mr. Bohn. It stands out well among other monuments on the top of a small hill in the cemetery mentioned in the opening paragraph.

MCDONNELL & SONS

ESTABLISHED 1857

QUARRIES | QUINCY, MASS. ✦✦✦✦✦
BARRE, VT.



Blocher Mausoleum, erected by McDonnell & Sons.

* * * * *

* POLISHING *
* MILLS *
* CUTTING SHEDS *
* * * * *

HAVING ALL OF THE ABOVE FACILITIES WE ARE ENABLED TO TURN OUT THE FINEST GRADE OF WORK AT THE MOST REASONABLE PRICES. OUR QUARRIES ARE OF THE FINEST DARK GRANITE

O btained in either of the above places. ROUGH STOCK FURNISHED TO THE TRADE.

Send in your sketches to MCDONNELL & SONS. Lock Box 85.

QUINCY, MASS.

CHAIN BLOCKS

OF UNPARALLELED EFFICIENCY.

ALL AUTOMATICALLY SUSTAIN THE LOAD.

FROM ONE-QUARTER TO TEN TONS CAPACITY.

WRITE FOR 44-PAGE CATALOGUE JUST ISSUED.

YALE-WESTON TRIPLEX BLOCK has nearly threefold the efficiency of any other. Minimum over-head room. Ten sizes, one-half to ten tons.

YALE DUPLEX BLOCK has the highest efficiency of any screw block, convertible to "safety" or dispatch lowering. Eight sizes, one-half to ten tons.

YALE-WESTON DIFFERENTIAL BLOCK has the greatest simplicity and, therefore absolute freedom from derangement. Five sizes, one-quarter to two tons.

THE YALE & TOWNE MFG. CO.

SALESROOMS:

NEW YORK, 84-86 Chambers Street.
CHICAGO, 152-154 Wabash Avenue.
PHILADELPHIA, 1120 Market Street.
GENERAL OFFICES: 280 Broadway, New York.

BOSTON, 224 Franklin Street.
BUFFALO, Builders' Exchange.
SAN FRANCISCO, Mills Building.
WORKS: Stamford, Conn., Branford, Conn.

OUR ILLUSTRATIONS



MONUMENT ERECTED IN ELMWOOD CEMETERY, DETROIT, MICH, BY CARTWRIGHT BROTHERS.

REGULAR EDITION.

- THE DICKINSON MEMORIAL—page 115.
 WINDOW IN CHAPIN MEMORIAL CHAPEL, HOPE Cemetery, Springfield, Mass.—page 118.
 CLAY MODELING—page 120.
 THE KENNA MONUMENT—page 121.
 SCULPTURE OF L. H. MARQUESTE—GALATEA, PERSEUS, NESSUS—pages 122-123.
 FAKE-BLODGETT MONUMENT—page 125.
 OAKWOOD CEMETERY SYRACUSE, N. Y.—pages 126-127.
 A MAORI MONUMENT—page 128.
 A COLUMBARIUM, INDIANAPOLIS, IND.—page 130.
 MONUMENT IN ELMWOOD CEMETERY, DETROIT, Mich.—page 132.

ADDITIONAL ILLUSTRATIONS IN INTERNATIONAL EDITION.

- THE MAY MONUMENT, ROSEHILL CEMETERY, CHICAGO. The memorial is to a young wife whose full length portrait figure executed in Italian marble reclines on a marble couch. The modelling and carving was executed by an Italian sculptor under commission from J. H. Anderson Granite Co., of Chicago, the contractors.
 SOLDIERS MONUMENT, CALAIS, ME. THE TOTAL height of this monument is 28 feet including the bronze statue, which is 7 ft. 6 in. It is constructed of Beaver Lake black granite, the base being 10 ft. square by 20 in., thick. The four raised panels on the die and the eight columns are polished, the remainder of the granite work being fine hammered. The statue was modelled by Carl Gerhardt and cast by the Henry Bonnard Bronze Co., New York. The monument was designed and erected by the Maine Red Granite Co., Red Beach, Me.

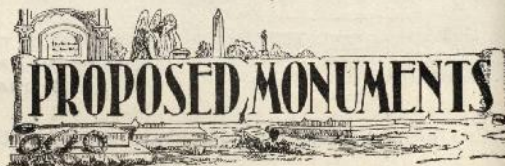
THE GOVERNOR FORD MONUMENT, PEORIA, ILL.

This monument for which an appropriation was made by the last legislature of Illinois, is simple in design but massive and impressive. It is of sarcophagus style, base 6 ft. by 5 ft. and 6 ft. 8 in. high. It is to be cut from dark Quincy, Mass., granite, all visible parts polished. Triebel & Sons, Peoria, Ill., designers and contractors.

THE GEORGE W. CHILDS' MAUSOLEUM, CENTRAL

Laurel Hill Cemetery, Philadelphia. The structure is in the Grecian style of architecture built entirely of Millstone Point, Conn., and Quincy, Mass., granite, and is in area 17 ft. by 26 ft. The carved entrance has three polished columns on each side, the pedestals ornamented with wreaths of olive leaves and ribbon in bas-relief. On the broad frieze is the name George W. Childs, and the pediment above is decorated with a wreath and ribbons. The exterior walls are rock face finish, with polished pilasters at corners, and there is a pilaster in the center of each side. In the rear are two circular windows, one in stained glass. The interior walls are highly polished. The roof is of granite. The mausoleum contains four crypts. Philadelphia Granite & Blue Stone Co., designers and contractors.

DESIGN FOR A MONUMENT BY RICHARDS & TROWBRIDGE, QUINCY, MASS.



Washington, D. C. A bill has been introduced into Congress by congressman Russell of Connecticut, to appropriate \$50,000 for the erection of a statue in Washington to Gen. John Sedgwick.

Philadelphia. Funds are being raised by the Alumni of Girard College, for the erection of a statue of Stephen Girard, to be placed on the plaza of the city hall. The cost is set at \$10,000. The statue is to be of bronze, of heroic size, on a granite pedestal. W. W. Alexander, Secretary.

Boston, Mass. The state senate has received a petition for the erection "within the limits of the commonwealth" of a statue of Major General Joseph Hooker. Accompanying the petition was the draught of a bill appropriating a sum of \$50,000 for an equestrian statue, the money to be expended under the direction of the governor and council. The petition was most substantially endorsed.

Chattanooga, Tenn. The governor of Iowa has approved the recommendation of the Chickamauga commission appointed by the last Iowa legislature to appropriate \$25,000 for the erection of appropriate monuments to mark the position of Iowa troops on that field.

Richmond, Va. A bill has been introduced into the Virginia legislature to appropriate \$5,000 for the erection of one or more monuments to designate positions of Virginia troops in the Chickamauga Military Park.

Poughkeepsie, N. Y. A bill appropriating \$20,000 for a monument commemorating the adoption of the Federal Constitution by New York State has been introduced into the legislature.

Amherst, Mass. A movement has started for a statue of Lord Amherst, from whom the town and afterwards the college received its name.

Chickamauga, Tenn. The governor of Kentucky in his annual message advocates an appropriation for monuments to commemorate Kentucky troops in the National Military Park.

1883.

1896,

MARR & GORDON,

OWNERS OF DARK AND MEDIUM QUARRIES.

LARGEST POLISHING SHEDS IN BARRE

BARRE GRANITE.

And fully equipped Cutting Establishment, fitted up with all the latest improvements in Derricks, Pneumatic Tools etc.

Make a specialty of high grade Monumental and Cemetery

work of all kinds. Also furnish Granite in the

Rough, Dies etc., Squared and Polished, all from

their own quarries. From those who have dealt with

them for all or any part of thirteen years they have been

doing business they respectfully solicit a continuance of

their patronage and invite all dealers desiring first-class work

To correspond with them **MARR & GORDON,** Barre, Vt.

WESTERN OFFICE,
153 La Salle Street, Chicago.
Wm. Dunbar, Agent.

WESTERN OFFICE,
Metropolitan Building, New York City
C. C. Jenkins, Agent.

Carrara,
Italy.

London,
England.

Sydney,
Australia.

Aberdeen,
Scotland.

STATUARY & MONUMENTS

We have SUPERIOR and EXCLUSIVE facilities. WITH a long EXPERIENCE,
Having been ESTABLISHED in CARRARA, TWELVE YEARS. OUR OWN STUDIO.
A SPLENDID QUARRY. A large collection of the BEST MODELS, EXPERIENCED
and first-class SCULPTORS, enable US to do BETTER work and sell at prices that
DEFY COMPETITION. Send YOUR sketches and receive OUR LOWEST PRICES.

"Buy of the Maker"
Avoid Middlemen.

S. A. MacFarland,
111 Fifth Ave., NEW YORK.

ASSOCIATIONS

Annual Convention of the Iowa Marble and Granite Dealers' Association.

The annual meeting of the Iowa Marble and Granite Dealers' Association was held at Ottumwa, Ia., January 9, with quite a large attendance, although owing to the absence of several named on the program for papers, this was necessarily curtailed.



J. W. GRAHAM, PRES. IOWA MARBLE AND GRANITE DEALERS ASSOCIATION.

At the business meeting, presided over by president W. C. Spalding, a committee was appointed to revise constitution and by-laws, and after some minor matters were arranged an adjournment was made until the evening, when the report of the committee on Revision was accepted. The lien law received attention and was acted upon, which will result in a strenuous effort toward effective legislation on the subject at an early date.

Expressions of sympathy were voted and telegraphed to Mr. D. H. Dickinson, Chicago, and Mr. Agnew of Newton.

The banquet followed, after which some valuable papers were read pertaining to trade interests.

Officers were elected as follows: President, J. W. Graham, Des Moines; vice-presidents, A. R. Taylor, Waverly, northern district; H. Melcher, Mt. Pleasant, southern district; J. F. Bloom, Red Oak, southern district, F. M. Swartz, Storm Lake, northern district; secretary and treasurer, George J. Gruber, Muscatine.

The meeting was harmonious and enthusiastic, and leaves no question of doubt as to good resulting from association. It is believed that the association includes the majority of the legitimate firms of the state.

The wholesalers were also well represented.

The next meeting will be held in Des Moines, the third Wednesday of January, 1897.

Winter Meeting, Michigan Marble and Granite Dealers' Association.

The Winter Meeting of the Michigan Marble and Granite Dealers' Association was held at the Hotel Benedict, Detroit, Mich., January 15 and 16, some twenty-five members being present.

The following officers were elected for the ensuing year: O. E. Cartwright, Detroit, president; A. Bate, Bay City, first vice-president, representing northern district; C. S. Harris, Lansing, second vice-president, representing southeastern district; F. D. Black, Hastings, representing southwestern district; M. S. Dart, Detroit, secretary and treasurer; board of directors—John F. Demorest, Lapeer; John Baumgartner, Ann Arbor; W. H. Hoyt, Plymouth; F. D. Black, Hastings; M. C. Barney, Flint; F. F. Murdock, St. Johns,

President Cartwright delivered his annual address, and among other matters discussed and adjusted, was the infringement of certain rules of the association.

The usual banquet was held on the evening of the 15th, and at the close of the menu the following papers were read: "Are Long Time Orders Profitable?" by Philo Truesdell, Port Huron; "Which Gives Customers the Best Satisfaction, Good Work or Low Prices?" by C. W. Hills, Jackson; "Home-made Designs—Design Books—Lithographs," by M. C. Barney, Flint; "Best Method in Dealing with Wholesale Dealers," by Frank Black, Hastings; "Which is the More Profitable, High or Low-Priced Workmen?" by Alex Matheson, Grand Rapids; "Which is the Best Money-maker, the Pencil or the Chisel?" by A. Bate, Bay City.

The meeting on the 16th closed up the unfinished business, and left the call for the Summer Meeting at the president's discretion. It will be held at Grand Rapids. Abstracts of some of the papers will be found below.

* * *

ADDRESS OF PRESIDENT O. E. CARTWRIGHT.

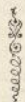
Where I have been interested the business of 1895 has been very unsatisfactory, the cause of which I am fully aware of and I believe that every member present to-day who has cause of complaint would set up the same hypothesis on which to base his dissatisfaction. Seventy five per cent of those who have personally expressed their views to me have based their conclusions on the one indisputable fact—unfair and unprofitable competition. It has been an old custom to defame our competitors, and I believe if you will closely examine your general conduct you must admit that we are all cut off the same stick. But it is all wrong. I believe the greatest mistake one can make in his endeavors to secure an order against competition is to vituperate his competitors.

The object of this association was to attempt to accomplish something that would benefit the monumental trade. What has been done? Wherein have we been benefited? What have we accomplished? What excuses has the association to offer? This association has been in existence for seven or eight years. Are our relations with the trade or public any different now than previous to its formation? There is undoubtedly wrong somewhere. Is it inactivity of the members, lack of money to properly lay its apparent advantages before the dealers throughout the State, or has it been mismanagement? There is no question with me as to the value of associations. The times demand that manufacturers move in processions. I think that before this association to-day some reforms should be inaugurated. In the first place, we do not get together often enough. I think that we should meet as often as three or four times a year and at these meetings discuss topics pertaining to the retail trade and whatever of real value may be brought out, have it printed and circulated among the dealers throughout the State, keep the affairs of the association warm, try to interest every one, offer them something of real value for their time and money, educate every one in the monumental trade to feel that he is entitled to a fair profit on all business transactions. If he does not know how to accomplish that very desirable end, educate him in its simplicity. If we can only get at the dealers often, we can accomplish anything we undertake; that is, if the information offered and advice tendered can be shown to be of real monetary value. And is there any doubt but what each and every one of us can give each and every one of us valuable information and advice? Much of the knowledge I have gained I got by inquiry. I never hesitated to ask for information when I saw or heard of anything pertaining to the monument business that I did not understand. I have asked a number of questions that have never been answered. One in particular, and within the last year, was addressed to the wholesale trade down east: "How are you able



The oldest exclusively Wholesale House Importing, Manufacturing and Jobbing all kinds of Granite, Marble and Statuary. Strictly "up to date" in every respect.

Get our prices on



MARBLE and GRANITE STATUARY
ITALIAN MARBLE MONUMENTS
IMPORTED and AMERICAN GRANITE.

Orders received and estimates made at our Zanesville and Barre offices to any part of the United States or Canada. Will make special inducements in prices for the next thirty days. In order to close out our stock of design books, we make the following offers:

Empire Book, Containing 80 plates 11 x 14, the most complete line of medium priced Monumental and Tablet designs, at \$6.00 per copy. (Original Price \$15.00.)

Book of Sarcophagi. Handsomely bound, containing 24 plates 11 x 14 at \$3.00 per copy. With either of the above books, we will send *free*, either the first or second series of our Art Designs, 12 elegant designs 16 x 22 in *each* series. Book of English and German Epitaphs *free* on application. Address all communications to

WM. C. TOWNSEND & CO. Barre, Vt.

or **WM. C. TOWNSEND & CO.** Zanesville, O.



KAVANAGH BROS. & CO. ▽ ▽ ▽

MANUFACTURERS AND WHOLESALE DEALERS IN

Westerly AND Quincy Granite

Importers of Scotch Granite and Italian Statuary. We make a specialty of Westerly Granite and Artistic Carving.

So. Quincy, Mass.

Georgia Marble

Now is the time to send in your orders for Spring Delivery—Select your Designs and let us give you prices on them, if you hav'nt the Latest Designs we have and you can get them for the asking. Our designs are right at the top. Our material and work always reliable and prices reasonable. So many dealers have praised our designs and work we scarcely need to—we are intent on sending an order to every dealer in the United States. May we be favored by an order from you? Send for our beautiful price-list.

GEORGIA MARBLE FINISHING WORKS
CANTON, GA.

to build your work for less than the stock and labor figures? Do you buy your stock for less than we pay for it? Are your men receiving the wages they say they are?" You all know that my inquiry, no doubt, was a fool's question to ask, but is it not a fact that many of the circular designs we receive almost daily give prices that figure less than we can buy the stock and do the work? Now, I say, if there is a brother in this association who has such knowledge, or any other information that would be of value to a member, it is his duty to disgorge. The idea is, let us be friendly; let us lay by the old-time jealousies and walk in the light of the times; quit the practice of trickery, of which the trade is so bountifully supplied and in which we all are so well versed.

There is another and most important essential to make this association a success. It is money. We must have money. If we could get all of the dealers of the State to come into the association, we could, at our present rate for dues, have sufficient money to carry on a system of advertising through the MONUMENTAL NEWS and a liberal distribution of circular letters. The greatest evil that the Detroit dealer has to contend with is the agents representing dealers outside of the city. There is in Detroit to-day no less than eight canvassers, working night and day—a tireless set with ten times as much energy as the regular dealer. These people we cannot handle; there is no way to get at them. Many of you employ traveling agents and can see no way to get along without their services.

A lady coming into our office, said to me a short time ago that she had fairly come to hate the sight of a monument dealer, and dreaded every time the door bell rang to answer the call, for two thirds of the time she found the caller was some one who wanted to sell her a monument.

We have managed without agents and our method has been a successful one. I thank you for your kind attention.

* * *

Extract of Paper by C. W. Hills, Jackson, Mich.

WHICH GIVES THE BETTER SATISFACTION TO OUR PATRONS
GOOD WORK OR LOW PRICES.

In considering this matter, it seems to me we must treat it primarily as a business, with the varied conditions that must influence the dealers in the different localities. Before any article can be sold in a community, there must be a certain demand for it, and the demand will be in keeping with their substantial wants or general taste.

The high character of the Westerly work has been everywhere recognized, but cannot be sustained in a general trade, nor is it attempted, only when it fits the demand, as it would take a small sized farm to pay for one monument of their average output, especially with real estate at present prices. Then the farmer would have a fine monument but no farm. It won't work. Now, for this problem, each dealer will find his own solution, as his individual interest shall seem to direct, yet to compare our views is sometimes helpful, and is the object of organization. Now from a business standpoint, we are satisfied that to do what may be denominated practically good work, that leads reasonably in advance of the ideal standard, in any community and to steadily maintain and work to educate the public taste along

this line, will ultimately be to the interest of the dealer, as well as of his patrons. Especially is this true in the feature that makes for symmetry and beauty of form, for this will do more to educate and refine the public taste than elaborate and richly wrought detail.

The former is fundamental, and no beauty is possible without it, and will everywhere command reasonable appreciation. We believe to supplement this with good material and honest work, and truthful representation, will ultimately come out ahead in the competitive race which seems to be moving just now along devious paths.

The public are very sensitive we know, to the idea of cheapness, and require much well directed effort to overcome such illusory claims for patronage, from a class of dealers who make their only plea—merit. It takes a broader talk to inspire the customer with that deserving respect for merit, when price is involved, but to the dealer who fully knows it himself, and has the courage to maintain it, will finally win favor, in some fair degree. The latter argument when the work is erected is a silent but potent one. The comparative value of the work appeals to their better judgment, and commands both admiration and increased future patronage.

The grade of work produced from this standpoint aims at the best that is practicable, with no excuse for shoddy, and in my opinion, must take shape from the local demand of the dealer. The foregoing treats of the popular taste, that the average dealer has to cater to. If he attempts to get too far in advance of this, and becomes too exacting, he will become a dreamer.

The world of human action cannot be brought entirely to our measure. Each individual has a yard stick of his own, and when we conflict with his preconceived notions he will apply it. And many times we find it quite as accurate as the one we would apply. The public are naturally conservative and move slowly, and the dealer who fancies he has outgrown its local condition, in slow processes of development or gradual advancement if he should succeed,—would do well to move on to other fields, where his ambition may meet with adequate encouragement. This is the order of business and makes for progress and mutual satisfaction.

**HAND
MADE
DESIGNS**



**UP TO DATE PHOTOGRAPHS
THAT WILL SELL.
DESIGN CASES.**

Send for my Illustrated Circulars.

CHAS. H. GALL,
1027 Graceland Ave., CHICAGO, ILL.

E. C. WILLISON, 110 Boylston St Boston.  ABERDEEN, SO. QUINCY,  MONTPELIER,  CHICAGO. * Manhattan Bldg, Chicago.

We handle only the **Best** goods money can buy. Quality considered our prices are lowest—Try us on your **Quincy, Barre, New Westerly,** and all **Imported Granite** orders.

Townsend & Townsend.



REASONABLE PRICES
NAMED
IN

ALL FOREIGN AND DOMESTIC GRANITES.

ITALIAN STATUES,
BUSTS,
MEDALLIONS,
MONUMENTS.



Studios: Carrara, Italy.

Aberdeen, Scotland.

New York City,
156 Fifth Ave., Cor. 20th. St.

Now a few words as to the art feature of our craft. This is the part for the work of the brain, that gives cunning to the hand. It is the place for idealism and applied thought. This brain was never given to rust out by stagnation. We cannot think that to simply work as a machine, always in the same groove, is the desired goal. I don't think there is any sufficient reason for the large expenditure of time and money, if thought is not the factor in it that shall find intelligent expression, to delight the eye and refine the taste. A liberal use of the drafting board, with thoughtful care in our general work, will help to this end. Much has been accomplished in a decade towards high grade work, and inspires hope for the future. Do we fully appreciate that when a patron pays us from \$500.00 to \$1000.00 for a monument, that he is entitled to our very best,—at least in so far as good architecture is involved, for it means much to him, and simply a quantity of stone, indifferently piled up, is not *fair treatment*. It is true, we are often limited in detail of execution, by relative quantity of stone and price, but we can be honest and faithful to our trust, and put into it what our brain can give to it, beauty of expression and honest work. From this fundamental feature, we should aim to advance to that higher perfection in detail, that the finer culture demands and which alone can place it among the arts, where it justly belongs. Is this thought impractical, and simply a play upon words.—Then better drop back to the more primitive conditions, and abandon any pretense, other than plain tablets or a block of stone,—these will make an enduring record, and preferable to much that is attempted in the elaborate, that is simply a burlesque on the art.

Michael Angelo the master artist, as painter, sculptor and architect, did not regard it beneath him to bring his great mind to the designing and building a monument for Pope Julius, which was to be erected within St. Peters at Rome. Although never completed on the colossal scale on which it was designed, and

POINTS ON GRANITE

.... NO. 42

A Dollar Saved is not always a dollar made. Experience has taught many a dealer that it isn't always best to trade with the lowest bidder. Experience and reliability should stand for something when you are considering bids on granite. Don't you think so?

Jones Brothers,

MAIN OFFICE, 55 Kilby St., BOSTON, MASS.

Western Office: Tacoma Building, Chicago, Ill.

Foreign Office: Palmerston Road, Aberdeen, Scotland
Quarry and Works Barre, Vt.

was ultimately erected in St. Pietro, it is said to be a magnificent composition of art.

This fully identified monument building with the arts, as he embodied the three distinct features and thus dignified our calling.

Just now we are facing hard times that seriously affect prices, and as our goods are in the nature of a luxury, it materially limits our output. The number of dealers is not diminished, so it makes simply a struggle for existence. It often comes to be a question, not of profit or merit, but simply of capturing the work and guessing at results. This condition is a serious menace to all legitimate effort, that aims to place the calling on a higher level. If we could all *realize* that selling with no profit, and often at a loss, does not increase the aggregate sales at all and by necessity cheapens the character of our work, it would seem that wisdom might step in and call a halt. Each party to such a transaction is the loser, the dealer of a legitimate profit, and the purchaser in that highest consideration, of making it possible to secure that which is most valuable to him, the *best* that can be secured of its kind.

I can see no way out of this dilemma, other than it must spend its force, when sanity will again return and such crazy and senseless efforts to tear each other down may cease. It is not with bad intent, for everyone does what he *thinks* is best, but it is from our limitations that all errors come, and if we could push back our horizon, and take in a broader sweep of vision, and feel that when we strike at our neighbor it cannot fail to rebound upon ourselves, we would act more in that fraternal spirit, that feels that the common good is each ones gain.

"Let us be honor bright" true to ourselves, true to our calling, and just with all. In this we can *never go wrong*, and we will be more self-respecting, and there will be more fullness of life, and if we continue to work always at our best, the light will finally emerge through the shadows, and we will ultimately see more clearly. The fittest will survive, and that alone deserves it.

Annual Meeting of the Retail and Wholesale Marble Dealers' Association of New England.

For the seventh time the retail and wholesale marble dealers of New England and the Provinces have met in annual session and the meeting which was held in the American House, Boston, Wednesday January 22, goes a long way in demonstrating that associations are beneficial. This organization is perhaps one of the most social of any that has ever been formed in connection with monumental trade, but that isn't saying that it is not a business association as well, for the marble dealers of New England and the Provinces have done much toward bringing the monumental business to the front and have been ever foremost in seeking legislation to protect the dealers. Nothing short of the sociability of the association could have possibly held the members during the business depression and prevailing low prices the past two years, and when one considers the area that the association embraces and that at the meeting on the 22nd, everyone of the New England states was represented makes a pretty good argument that if it's sociability that brought the members together, then sociability ought to be the fundamental principle of every organization in the interest of the stone or marble business.

The presence of ladies at the annual meeting has helped greatly to make this a feature of the marble dealers' association and long may that custom continue.

Mrs. W. E. Pierce and Mrs. E. J. Prescott constituted the committee to look after the ladies during the transaction of business at the last meeting and an interesting entertainment was given in the parlor.

The following officers were elected: George E. Morrison of Biddeford, Me., president; Stephen Maslen, Hartford, Conn., James E. Stanton, St. John, N. B., Oliver M. Wentworth, Boston, John S. Treat, Portsmouth, N. H., Charles H. Sheldon, Rutland, Vt., Alonzo T. Farnum, Providence, R. I., John E. Staples, York, Me., vice-presidents; William A. Somers, Dorchester, Mass., secretary and treasurer; John P. Murphy, Lewiston, Me., George A. Cummings, Concord, N. H., E. R. Morse, Proctor, Vt., John J. Love, Webster, Mass., George William Green, Woonsocket, R. I., Thomas Adams, Rockville, Conn., George B. Baxter, Frederickton, N. B., board of directors.

The constitution of the association was so amended as to dispense with the semi-annual meeting, which heretofore has been held on the fourth Wednesday of each July.

A committee, consisting of Pres. Morrison, Sec. Somers, Fred G. Holden and Everett Torrey of Boston, and George B. Merrill of Lynn were appointed to make arrangements for the next annual meeting.

The question of wholesale dealers selling at retail, or at a retail price as low, or lower, than they sell to retail dealers, was discussed at considerable length.

O. M. Wentworth of Boston, J. F. Brennan of Peterboro, N. H., O. W. Crosby of Orleans and Pres. George S. Morrison spoke on this subject. A committee consisting of Messrs. Cottrell, Torrey and Crosby was appointed to consider the dealings of wholesalers as retailers, and report at the next annual meeting.

Everett Torrey told of the marble work that is done in the Maryland state prison at Baltimore, where a 20-year contract is now running. He said that there were more than 20 gangs of men sawing marble, and more than 250 men working marble. Less than 40 cents a day was paid for that help, which was skilled to a high degree, and that of course no rent was paid. Mr. Torrey said that this marble had been shut out of New York state and that it was now coming to New England and presented a serious problem to the marble trade of this section of the country.

The post prandial exercises were presided over by Pres. Morrison and the speakers were Messrs. H. C. Smalley, of Boston; Frank Johnson, of the Vermont Marble Co.; Frank W. Torrey, F. G. Holden, manager of the Vermont Marble Co.; Deacon Oliver M. Wentworth, Boston; E. J. Preston, of Hudson; Everett Torrey of Boston; W. E. Pierce, of the Vermont Marble Co.; W. C. Taylor, Boston; Kavanagh of Kavanagh Bros., Boston; Geo. B. Merrill, of Lynn; O. W. Crosby, Orleans; J. F. Brown, of Shirley; R. C. Bowers, Montpelier, Vt.; Wm. Wrisley, of Brookfield; George R. Sands, of Cambridge and J. F. Costello of THE MONUMENTAL NEWS. An orchestra under the direction of Mr. Sands furnished an excellent concert during the banquet. Some minor business was transacted in the lower hall before adjourning. Secretary and Treasurer Somers reported the association in good financial condition, a remark that was greeted with applause.

Correspondence.

Two Questions for Wholesalers.

Why do leading wholesale dealers advertise their stock sheets to the public in leading magazines, and why do they send stock sheets and designs to parties outside of the trade?

A KANSAS DEALER.

* * *

Brother Chips: I would like for some of you to explain to me how you would compete with those horse-jockey tombstone peddlers, who stay in a place long enough to get into the wholesaler

NO **BLUE MARBLE**
DARKER than 
VENETIAN BLUE

HAS EVER BEEN OFFERED TO THE TRADE.

IT IS WHAT DEALERS LONG HAVE WANTED, BECAUSE,

IT IS VERY DARK
TAKES A HIGH POLISH
IS EASY TO WORK.

It will increase your business.

WESTERN OFFICE
NO 76 PERIN BLD.,
CINCINNATI, OHIO

Venetian Marble Co
RUTLAND, VT.

and then look out for a new town. I have had this kind of competition for the last six years. If the wholesale men hold up this class of monument men, what is to become of us fellows that have served time in learning our trade? Will we have to go to farming or trading horses?

Hoosier.

* * *

GOSHEN, IND., January 2, 1895.

Editor Monumental News:

There has been nothing published in any journal that has interested us so much as your discussions on the agent question. We think we ought to know something on the subject ourselves for we have had experience with agents, and without them. Unquestionably a dealer can sell work more satisfactorily, at a better price to the purchaser, and a bigger profit to himself without agents, but he cannot sell near as much, and he will find his competitors encroaching on his territory. Our experience is that it is the dealer in the small shops who cut the prices, and not the agent. Sufficient to say that as a result of our experience, we are paying good salaries to agents, and believe that it is a money maker. Let us have more discussions on similar subjects.

J. B. Slaughter & Son.

* * *

IN TOWN, January 11, 1896.

Editor Monumental News:

DEAR SIR:—I jüst tink it bin time I done some kicking on dose scheap yohns in de marble peesness. I jüst bin tinkin vat ve do vid em—puy em out, starve em out or let dem alone und dey vill kill dere ownselfs (vot you tink.) It jüst come to me after 20 yars axberience dat some von vas a fool, und dat fool killer wants to pe getting round or he may lose his yob.

I talked mid von of dose scheap yohn's und told him it vas

jüst so easy to git fair brices as to get nodings und he say uf he can make von dollar a day he vas doing fine. I make op my mind he never learned his trade, und ven I seen his work I vas satisfied he vas not even an apbrentis. It vas a shame und disgrace to bein in de marble busness in his section of country and have to figure against him. Vell I make marks nough ef I dont get into de vaste pasket I come gain.

Yohn Yohnson.

* * *

COLUMBIA, MO., January 14, 1896.

To "The Monumental News," Its Patrons and More Especially to the Wholesale Granite Dealers of the New England States:

In this, the beginning of the year 1896, we as retailers, like in the past, are buoyed up with an imaginary hope of a prosperous and a remunerative business year. The fairly successful retailer has had his varied experiences; he has gone into the field of competition and has been crowned with victory, and has occasionally been rewarded with a compensation for his labor. He has ridden with irresistible power and dauntless courage against the most formidable enemy, he is oftentimes compelled to exercise to the limit the full capacity of his oratorical and persuasive ability in order that he may secure the coveted prize. On the other hand, he has met the enemy and he was theirs; he accepts with humility his adversities and defeats; if a veteran in the cause, he wears the scars inflicted upon him, oftentimes by the grievous wrongs, misrepresentations, and quite frequently, in their zeal, libellous injuries. And yet, with all these contentions and with continued fortitude we fight manfully onward, and we will, month by month, from January to December, hope that in nearing the goal we shall at last in our quest find "the goose that laid the golden egg;" though it has been rumored there are geese who lay sixteen silver to the one gold egg, at least out west, and I don't think they are wild geese, either.

We have oftentimes been too uncharitable toward one another, our sole ambition being to secure work, and the question of profit of minor importance. Thus the precedent is set. This competition varies in degree, with perhaps a few of the following conditions, which enter into and tend to modify the local and national condition of things: By the local or State organizations, their laws in a manner governing prices; the character of men in business; the close proximity of one shop to another, though often the law of supply and demand governs the establishment of shops.

And yet, the most important part, and that which is mainly directed to the wholesale granite trade, I have yet failed to call your attention to.

I think when this has been presented to the eastern wholesale granite trade (and I express the wish, desire and sentiments of at least the western retail dealers, that they have likewise experienced the same grievances,) I feel safe in saying the wrong that has been visited upon us may in some degree be averted and in a measure we may be assisted by the wholesale trade. The matter to which I refer is in the shipment of granite. They cannot be too careful in seeing that work is billed to proper destination, as well as having proper restrictions placed on same as regards the rate. But where the greatest evil lies is in transit. It is quite a common occurrence for work properly billed to arrive at destination restricted as fourth class, and as an evidence of its restriction our duplicate bill of lading is produced. When bills correspond the local agent adjusts charges, but only over his line, leaving us to fight it out with the other lines over which it came. This often requires six months and has consumed in several cases nearly one year in adjusting the claim. These are not infrequent occurrences and are a great source of annoyance. The average dealer has enough money outstanding with his customers, but no money to lend to the railroad. Work often comes behind time, thus compelling us to accept it with its overcharge. This, it seems to me, is an avoidable evil; it has grown to too great an extent and should be investigated. While mistakes occur in all lines of business, still it appears that they should occur less frequently along this line in our business. A railroad agent once said that he had more trouble in the receipt of granite than most all other merchandise put together. Now, why should this be? In a recent receipt of a bill of granite of three pieces from Barre, billed as fourth class, as three boxes of granite, was received at this point as two pieces of polished marble and one box of granite. As bills did not correspond, no adjustment could be made, so claim for overcharge had to be put in. We have other complications of a like nature. I cite this one to show carelessness somewhere, and we have to suffer in consequence. These, while not a discouragement to the use of granite, are certainly very unpleasant occurrences to the local dealer. In referring to this question I do it in all modesty, feeling it to be the duty of some one so interested and affected to bring this matter before you, and do it in behalf of all the suffering retail trade. In this as in other affairs, what seems to be every one's business is no one's, and for fear you do not appreciate the great injury that has been and is being wrought upon us, I assume this liberty, and through this medium I thus address you. Very respectfully,

W. E. Farley.



Indiana.—Ham & Son, Shelbyville, have secured orders for several family monuments in granite, among them a 3 ft., Ball monument. They have a flattering prospect for several more orders.

Theodore F. Goebler of Rockville writes the NEWS from Senibel, Florida, near Key West, that he is taking his first vacation in years. He is accompanied by his family and is enjoying the hunting and fishing hugely.

In closing their books for 1895, T. J. Scholtz & Son, Evansville, Ind., find their sales have exceeded those of any previous year since 1866, the year of their establishment.

Iowa.—Orders are coming in for spring as well as can be expected, business is looking up and we expect a good year for 1896, say Bloom & Lewis, Red Oak.

Walton & Son, Anamosa, are congratulating themselves on having recently erected the largest monument of Barre granite in Riverside cemetery.

J. H. Long, Sr., Dyersville, general agent of the Western Home Marble and Granite Co., has received a number of orders for monumental work recently.

Illinois.—Thomas & Rhea, Golden, find trade very good and have quite a number of orders for spring delivery.

Richard Mellow, Lacon, has secured the order for a large monument for a local cemetery.

A. V. Woolington, Monticello, reports business to have been very good the past year.

Mr. W. W. Birkett, of the Sycamore Granite Works, Sycamore, has been elected President of the Poor Man's Axle Grease Co., of Poplar Grove. Mr. Birkett will continue the Granite business at Sycamore with Mr. E. H. Collins in charge.

A. C. Best, Princeton, Ill., recently erected a Barre granite monument in Oakland Cemetery, pronounced of excellent design and well proportioned. Lower base, 7' x 3' 8"; height, 6' 8", a combination of hammered and rock face work.

Maryland.—Mr. William P. Webb, founder of the Lorraine Cemetery, of Baltimore, died December 23d, last after an illness of nine months. At the time of his death he was vice-president and treasurer of the company.

Prompt shipments made of Nos. 6384, 6385 and 6379 out of Barre Granite; have you our prices and terms? Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Ersuchen sie um unsere Preise fuer Quincy, Barre and Schottische Granite. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

"If you save by it why not buy of the master?" MacFarland conducts his own studio in Carrara, and will quote low the lowest prices on statuary. If you want to know how low, write for estimates.

Quarriers of DARK
BARRE GRANITE.
Rough Granite
for the TRADE.

Being Fully Equipped
With

MILNE, CLARIHEW & GRAY.

Successors to
MILNE and WYLLIE.

CLARIHEW & GRAY,
Manufacturers of
CEMETERY WORK IN GRANITE.

DIES CAPS & BASES,
Squared and Polished.

QUARRYING, CUTTING and
POLISHING PLANTS,
and all the latest improved machinery, in-
cluding Pneumatic Tools. We invite all
dealers desiring first-class work to corre-
spond with us.

1826

1896

GRANITE RAILWAY COMPANY

INCORPORATED, CAPITAL \$250,000.



J. ALFRED SIMPSON, TREAS.

QUARRIERS AND MANUFACTURING PLANTS IN

BARRE AND CONCORD, N. H.

THE CELEBRATED QUINCY RAILWAY GRANITE

Has been on the market for seventy years and has given the best satisfaction both for Monumental and building work.

Particular attention has always been paid to monumental work and the unequalled facilities make early shipments and good workmanship features of our business.

Principal Office,
166 Devonshire St., BOSTON.

GRANITE RAILWAY COMPANY

Quarries and Works, West Quincy, Mass.
and Concord, N. H.

CAPITAL GRANITE COMPANY

QUARRIERS AND MANUFACTURERS OF

BEST DARK

Barre Granite.

Our experience in the Granite business, and our quarry and plant being equipped with the latest and most improved machinery, enables us to produce large work cheaply and puts us in a position to supply the trade with first-class work at reasonable prices.

Remember we always give you the kind of granite and work you buy. It will pay you to correspond with us before placing your order.

Quarries at
BARRE.

Office and Works at
MONTPELIER, VT.

T. W. EAGAN,
Manager.

Trade Notes.—Continued.

Kansas.—Fred H. Knobel of Abilene, says he has had so much leisure time of late, that he has been experimenting making paper weights. He took common brown shellac, melted it, then having broken up some nine varieties of marble and stone into sizes from a hazel nut down, he put them, together with the melted shellac into a mold. Letting it cool off a little he kept adding shellac until a solid mass was made. When cold it took a fine polish, and made a pretty paper weight.

C. W. Benham, Beloit, Kan., writes: "We have had a hard pull here for a long time, but I am in hopes that better times are ahead of us."

Massachusetts.—Mr. M. Lux, Great Barrington, was the contractor for the stone work of the "Newsboy" fountain, presented to that city by Col. Brown, and which was illustrated in our January issue.

Trade at this point has been very good for the past year, and everything indicates a good spring," write Kirk & Matthews, Pittsfield, Mass.; "the only fault we have to find is that of drummers coming around selling monuments from the quarries, which, in our opinion, is very injurious to the trade in general.

Mississippi.—The Vicksburg Monument and Stone company, F. M. Henderson, Prop., Vicksburg, has a commodious showroom constructed of stone 26 by 75 feet besides office and work shop. He expects to handle stone work as well as the regular monument business.

Michigan.—S. F. Marsteller, Clinton, Mich., reports the sale of several fine monuments in Quincy granite.

Ewing & Portner, Coldwater, Mich., have just erected in Oak Grove Cemetery a ball monument of Quincy granite—ball 3 feet in diameter. They have another on hand in Barre granite.

Minnesota.—One of the best monuments put up recently in Oakland Cemetery, St. Paul, is an obelisk by the J. M. Sullivan Monument Co., of Minneapolis. It is something over 40 feet high, on base 10' 9" square. It is an exact copy on a smaller scale of the Goodrich obelisk, Chicago, and cost \$5,000.

New York.—L. W. Eldredge, successor to Eldredge & Brociffe, Canton, writes: I have read each and every copy of THE MONUMENTAL NEWS since its first issue with pleasure and interest, and it is just what we want in the business. Trade in Northern New York for the past two years has not been what we could wish. We are in hopes, now that the war is over, that it will brighten up, and that the boys will struggle to keep up prices and make a dollar, instead of trying to see how cheap they can sell, to beat a competitor. I have a good lot of orders on hand for spring delivery and prospects are good ahead.

Mr. Wm. C. Townsend is spending the winter in New York City.

By the robbery of the railroad depot at Fulton, last month, A. C. Davis lost a satchel of designs valued at several hundred dollars.

Trade has been very good the past year and I fully expect it to be as good this year if not better, says J. W. Lobdell, Saranac, N. Y. Mr. Lobdell has more work in hand than this time last year and more in view. But the evil of "cutting prices" continues.

The Harrison Granite Company, Adrian, Mich., are just completing a fine mausoleum for Messrs. Broadhead & Sons, at Jamestown, N. Y., and a receiving vault for Grove Hill Cemetery, Oil City, Pa.

Nebraska.—Mr. John Feeny of Hastings, an old timer in the marble trade says that if business gets much worse in Nebraska a search warrant will be necessary to find it. Mr. Feeny was at

one time a partner of the late L. W. Volk, the well known sculptor, recently deceased.

New Hampshire.—Business is good but money comes slow says H. M. Hersey, Peterboro, and adds "every one is happy that is in the stone business down East."

Ohio.—W. E. Ralls formerly draftsman for J. F. Townsend, Columbus, has embarked in the retail business at Coshoc-ton, under the firm name of Felumlee & Ralls.

Wm. H. Nichols formerly with the Smith Granite Co., at Cleveland, is now with the Muldoon Monument Co., of Louisville, Ky.

F. H. Venn Jr., who for several years past has been designing and drafting for Chas. H. More & Co., Chicago, has gone on the road for the firm in Ohio. Mr. Venn's headquarters will be in Cincinnati.

Messrs. Wunderlich Bros., Dayton, have secured several large contracts for finely carved monuments.

Pennsylvania.—Business starts out well for this years trade, says Richard Collins, Pottsville. Among heavier orders for spring is a monument surmounted by the Angel of Peace resting against a cross. The figure and cross in Westerly and die and base of dark Quincy.

Business with John M. Gessler's Sons, Philadelphia, formerly John M. Gessler, for the past year, has been the best in the firm's history. Among several large contracts on hand is a mausoleum for the late Wm. G. Warden, to be erected in West Laurel Hill Cemetery. It will be of white Connecticut granite, with interior of Italian marble. The design is on the Grecian order. Business outlook is good at present.

Business in the past year or two has been very slow, writes C. B. Hollenberry, Braddock, Pa., but it looks very good for next spring, and I have quite a number of orders on hand. Mr. Hollenberry sends us sketches of three family monuments, two sarcophagi and one column die cross monument, to be erected in the spring, that serve to show that he is selling a good class of work.

Trade has been very good at Pottsville, Pa., the past season, says Geo. L. Schreder, who is now building a new shop and putting in a polishing machine.

Mr. J. K. Stewart, representing the Georgia Marble Distributing Company, Philadelphia, has started out on his spring campaign. He expects a large business under the improved conditions of trade which he believes will prevail.

Texas.—Business was good in 1895, better than expected write Jaeggle & Martin, Brenham. Promises are also good for the present. The firm reports a fair trade in granite the past fall, having among others sold two Barre granite sarcophagus monuments, one with an Italian marble statue, the other with carved and draped urn.

Ottawa, Canada.—The Canadian Granite Company, Ottawa, Canada, has been awarded the contract for a large, dark Barre monument in memory of the late Allan Gilmour, to be erected in Beechwood Cemetery. It has three bases, die, plinth and cap. Bottom base is 9' x 6' 2" x 1' 6"; die, 6' 1" x 3' 3" x 3'; cap, 7' 2" x 4' 4" x 3'. With a large contract for macadam for the government, and a number of smaller monuments, they have a busy winter, with good prospects for spring.

Wm. C. Townsend & Co. announce that they will in the future send estimates from either their Barre, Vt., or Zanesville, O., offices to any part of the United States or Canada.

If you require any kind of Statuary or marble work why not order from the dealer who has advantages in his own studio in Carrara Superior quarry. Long experience. He sells the lowest because he has facilities that warrant it. Convince yourself by getting his latest quotations. S. A. Mac Farland.

BUY

Your Work from Our Spring Stock

IT SELLS.

W. M. WATTLES & CO., INCORPORATED.
GRANITE AND STATUARY
WHOLESALE.

BRANCHES AT
BARRE, VT., QUINCY, MASS.,
CARRARA, ITALY.,
THE ALLENVALE GRANITE WORKS,
ABERDEEN, SCOT.

GENERAL OFFICES 38-42 ST. PAUL, ST., NORTH.

ROCHESTER, N. Y.
U. S. A.

**Quality
is
King.**

Better Facilities:—Elegance of Design:
Attention to Details:—Skilled Labor's
Productions:—Service the Best:—Is
what we offer dealers for 1896.
Submit us your tracings for estimates.

F. S. CARY & CO.,

EXCLUSIVE WHOLESALERS OF GRANITE AND STATUARY
BARRE, VT. ZANESVILLE, O.

WAINSCOTING SLABS BALLS

Maine Red Granite Co.,

C. H. NEWTON, TREAS.
O. S. TARBOX, SUPT.

RED BEACH, ME.

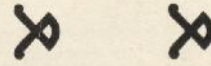
We have one of the best equipped Plants in the country and can quote satisfactory prices in our Red Beach Red, Mt. Pleasant and Beaver Lake Black Granites.

WRITE US.

BUILDINGS TOMBS MONUMENTS

COLUMNS
PILASTERS

BARCLAY BROTHERS,



Quarry Owners, Manufacturers
and Polishers of

BARRE CRANITE.

We own and operate **Light and Dark** quarries that are producing first-class dimension stock of any size. Our facilities for Quarrying are unsurpassed, and orders for

Rough Stock

will receive prompt attention. Our manufacturing department is equipped with Pneumatic Tools for surfacing, carving and lettering granite. Our new surfacing machine is the latest and most valuable improvement ever made in granite working machinery, and gives more

Satisfactory Results

on large surfaces than when finished by hand. Our Column Cutting Lathes and Polishing Lathes are the largest in Barre, and our polishing mill is equipped with thirteen polishing machines. *We have every convenience for handling LARGE WORK.*

CAPS, DIES, Etc., Polished for the Trade.

BARRE, VERMONT.

From our regular correspondent:

BARRE LETTER.

The conviction expressed last month that our granite industry would begin the new year under brighter and better conditions than usual has proven correct. Fewer firms shut down during the holidays, and most of these to make necessary repairs. More men are now at work than commonly at this season. In a note just received from Marr & Gordon they say, "We are working more men than we ever did before in the winter, and of course have more orders booked for spring delivery than any previous year. And this is substantially the report from such representative firms as Wells & Lamson, the Vermont Granite Co., C. E. Tayntor & Co., Milne & Littlejohn, Barclay Bros., and many others whom we have consulted.

Extreme cold weather during the first days of January forced many to be idle whose work was waiting impatiently for them. When the mercury keeps down among the minus twenties and thirties for days at a time, the best equipped plants are uncomfortable places, and stone-cutting is anything but an agreeable occupation. Just as the weather was growing milder the effects of the cold upon the city water-works culminated in a freeze-up of the mains, which shut off the water for about two days. As most of the sheds are dependent upon this source for the supply of their boilers, polishing machines, etc., a shut-down was necessary until the main was thawed out. Had there been the usual protection blanket of snow, there would have been no difficulty, but there is only enough to whiten the landscape, and cover the ice for the unwary pedestrian. Our roads are about as hard and smooth as hammered granite.

The Granite Manufacturers' Association has elected the following officers:

President, George Lamson; first vice president, George C.

Mackie; second vice-president, J. M. Boutwell; treasurer, J. L. Clark; secretary, Thomas Cave Jr.; executive committee, John McDonald, Wm. Barclay, James McKay, C. W. Melcher.

We learn that it is the purpose of the association to enforce its rules more strictly during the coming year, and to endeavor to make the organization more practically and profitably useful to its members than in the past. That is what it is for, and wise and just attempts to realize its objects ought to be welcomed and supported and have a grand effect upon the business in all its departments and relations. One of its leading members says that it is in a better position to accomplish this than ever before.

The reports of an increase in the price of rough stock, which have reached same western ears, have probably arisen from the fact that the Wetmore & Morse Co. has lately restored its old rates. So far as we can learn, there has been no change elsewhere.

The Granite Cutters' Union has asked for a new bill of prices, calling for about the same changes as those requested by the Quincy Union, except the eight-hour day. The changes are comparatively unimportant, and no difficulty in arranging matters is anticipated.

One of the leading dealers wished us to call attention to two things which were seriously hindering the return of prosperity—the slowness of collections and the evils incident to the increasing jobbing trade.

If the granite industry was the only one suffering from the first difficulty, it might well be discouraged. But if it did not have it to contend with, it would stand alone, the envy of all the rest. A great deal has been said and written lately on the absolute necessity of credit in the carrying on of all kinds of business, and most people are evidently in accord with these views and are working them for all that they are worth. The credit, however, that is at the foundation of all true business is not of

The Most Popular Granite



FOR FINE MONUMENTAL
WORK IS QUARRIED AT



BARRE, VT.

C. E. TAYNTOR & COMPANY'S Light and Medium Granite is superior to all for hammered or carved work. Order your Rough Stock direct from us. ALWAYS SPECIFY TAYNTOR'S stock when you send your tracings to Barre.

We furnish Rough Stock to the Trade.

C. E. TAYNTOR & CO..

BARRE, VT.

this kind, but rests upon the conviction that men will fulfill all their obligations promptly and in exact accordance with the terms. Anything less than this brings hardship and loss to all concerned. Our informant thought that retail dealers should make greater efforts to do a cash business with their customers, and always in asking for estimates and placing orders specify the time of payment, which would enable the manufacturer to make his calculations accordingly, which is evidently just and desirable.

As to the second matter, the middle man in any business is often more or less of an exasperation to those at either extreme. To both he seems to be the only one free from the most perplexing cares and responsibilities of business. He has no money invested in stock or plant. He stands between producer and consumer, wholesaler and retailer, and takes toll from both. His interest is purely personal. Too often he is tempted to look upon himself in this light, and to be careless about present profits, unmindful of the prosperity of the place, the business of any one but himself. He should always remember that these are integral factors of his own success, and that carelessness here will surely be to his eventual loss. Whoever in all his dealing is mindful of the rights and welfare of others, is continually putting a more solid foundation under his own feet; while he who looks out for No. 1 only will sooner or later get so sharp or so slender that he will either stick in the mud or topple over. On the other hand, the middle man is not to be despised, abused, merely tolerated, in the granite business any more than in any other. He is a necessity in this great country and world of ours. He brings wholesalers and retailers together, and saves valuable time and opportunities for both. While he does not share some drawbacks and responsibilities, he has others peculiarly his own, which are as real and difficult to contend with,

It is true that he has no money invested in stock and plant, but then he has nothing that he can mortgage, and nothing that is increasing in value while he sleeps. Like the miller, he takes his toll, but no miller can afford to do otherwise. His efforts must naturally result in the extension of the business. It will not be at all strange if he increases in number and importance from year to year, and now is the time to establish precedents and relations for the future regulation of this branch of the trade. As to the beating down of prices, the manufacturers here have the remedy in their own hands. Those who make their first estimate a fair one and then stick to it will not be troubled and will surely win in the long run.

Our annual building record is interesting and important as indicating some of the effects of our great industry upon the city. During the past year sixty-two dwellings, one church, four stone sheds, two of them of the largest size and most complete equipment, one three-story double block, and eight stores have been erected, besides a large number of additions to dwellings, stores, etc., at a total cost of nearly, or quite, \$300,000. During the fourteen years beginning with 1882, 745 dwellings have been added to the city, an average of one each week. When it is remembered that most of these have been two-tenements, with many three and four-tenement houses, the size of the figures will be better appreciated. And still the population of Barre is far from being adequately and comfortably housed.

Over four hundred car loads of paving have been contracted for for spring delivery, and most of them have been cut and are ready for shipment.

The immense plant of Jones Bros. is approaching completion. At the time of our visit, a still, bright but cold day, carpenters, bricklayers, machinists and their helpers were driving away as though it were summer weather.

From our regular correspondent:

QUINCY, MASS.

Business didn't begin to move here until January 10, and then it came on with a rush. The firms all closed up Christmas and New Year's week, and a cold spell after '96 had been ushered in delayed things a few days more. But it was worth waiting for—the business that then took a start—and there is every indication that it has come to stay. Prices are low, but they are slowly regulating themselves, to use a dealer's expression, and as for the spring outlook there has been no time since 1891 when it was better.

The Quincy Quarry Co., under the management of Luther S. Anderson, has been just hustling out work the past two months. Rough stock is in great demand, and the facilities of the Quarry Company places it in a position to get out the stone at a very low cost. The company is also doing considerable cut work for the new bridges being built by the N. Y., N. H. & H. R. and Mr. Robert Kent has been engaged as superintendent of this department.

The Quincy Paving & Edgestone Co. elected the following officers last month: Fred L. Badger, secretary and treasurer; John Q. A. Field, George H. Hitchcock, E. F. Carr, John Cashman, Peter T. Fallon, James H. Elcock, Walter R. Fagan, Marshall P. Wright and Fred L. Badger, directors.

Few firms in Quincy have made the rapid strides in business that the Joss Bros. Co. has during the past year. The capital stock was given another boost the first of January, and the cutting plant and big polishing mill now indicate that money makes the wheels go as well as the traditional old mare. The inoculation of young blood into the concern by placing Mr. O. S. Hammack in the position of secretary was a movement that has given general satisfaction to all parties.

A. Marnock & Co. have secured as Western agents Mr. Charles L. Batchelder, of Toledo, O., and Mr. J. M. Batchelder, of Dixon, Ill. Mr. Marnock reports good sales on Scotch granites, but prices are still holding rather low on all classes of work. The prospect, however, is much brighter than at any time for many months.

Craig & Richards have the contract for the Kauffmann Memorial for Rock Creek Cemetery. The design is by William Ordway Partridge. The memorial is in the shape of a half circle, with three steps. A bronze urn rests on the front pedestal in the center, and a bronze female figure rests on the upper step. It is a very striking design. It will be constructed of the Craig & Richards Quincy granite.

The shipment of granite from Quincy during December was somewhat less than in November,

due to the shutting down of the quarries during the stormy days that prevailed extensively that month, and the week's holiday at Christmas. From Quincy Adams there was shipped 2,944,896 pounds; from West Quincy, 2,686,224, and over the Quincy Quarry Railroad, 26,575,685.

The quarries along the Quarry Railroad are working full gangs, and all the stone quarried seems to find a ready market. The disposal of the grout makes the expense of opening new quarries in this section nominal, and the majority of the openings have paid from the start. The Blue Hill Quarry Co. uncovered a fine stone last month, 100 by 25 by 26. This concern is controlled by a company composed of several well known granite manufacturers, and extensive improvements in the way of derricks and machinery have lately been put in. An incline railroad, operated by wire ropes from the hoisting engine, was completed last month and is giving splendid satisfaction. The quarry was what was known as the Jones quarry before the company took hold of it, and although it had always panned out well, it needed capital to push things. The investment to-day is considered one of the best on the hill.

Side tracks from the Quarry Railroad have been run to the old Glencoe quarry, now operated by H. H. Brown.

McDonnell & Sons have completed their new cutting sheds on the Garfield street side of their large plant. They are cutting some large jobs and nowhere in the city is there such a variety of work. Several large sarcophagi, with heavy mouldings and panels, are for western parties, and the yard is filled with rough stock to fill the spring orders, for they have a lot of them to get out.

A movement is on foot to promote and secure the passage of a bill through congress to provide for the conversion of the famous Pipestone Indian Reservation, Minnesota, which includes the Pipestone quarry, all owned by the U. S. government, into a Pipestone Indian National Park, and its improvement and perpetual maintenance by the government. "Subject to the existing treaty rights of Indians, to dig their sacred pipestone for the purpose of carving the Calumet pipes of peace, etc." The consummation of this project would emphasize the poetic charm attaching to the spot where:

"On the Mountains of the Prairie,
On the great Red Pipestone Quarry,
Gitche Manito, the mighty,"
made the Peace-pipe "as a signal to the nations."

The state of New York has acquired the farm upon which the grave of John Brown is located. It will form part of a public park. The farm comprises 244 acres and lies in the Adirondacks in Essex County. It was bought in 1870 for \$2,000 in order to preserve it, the money being raised by Kate Field. The grave lot and sufficient land to pass to and from it was reserved to the widow. The farm has been rented, from which a goodly sum has accumulated to be applied to raising a monument to the old hero on the farm.

There are two Sides To every Question, but

It doesn't make any difference from what side you view monuments turned out of my place, they are always up to agreement. I guarantee stock and material. Use Pneumatic Tools and am equipped to handle work promptly.

DEALER AND MANUFACTURER OF
Quincy Granite
MONUMENTS
and
Granite
Statuary

*Westerly, Barre
Souhegan
Granite*

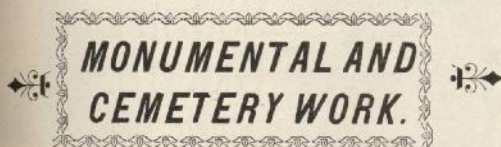
Henry Hamicoat

WORKS:
Centre and Columbia
STREETS.

Quincy, Mass.

C. P. GILL & CO.

Manufacturers of all kinds of



FROM THE BEST

Light and Dark

BARRE GRANITE.

Special attention given to Squaring and Polishing dies, Caps and Bases, all lettering and carving done with Pneumatic Tools.

Orders promptly filled. Work guaranteed to be first class

Always get our estimates before placing your order.

Montpelier, Vt.

THE QUINCY GRANITE WORKS

Located on the Old Colony System of the N. Y. N. H. & H. Railroad, with the best equipment for the Manufacture of

FIRST CLASS MONUMENTS,

IS NOW CONDUCTED BY

H. W. ADRIAN, QUINCY, MASS.

PRICES QUOTED ON APPLICATION.

PRACTICAL HINTS.—PROPORTION IN DESIGNING.

A branch of the practical part of our business, and which to-day requires more attention, I may say skill, than any other, is that of "*proportion.*"

I maintain that it is the most particular branch or part of our trade, absolutely essential for first-class trade. I have been compelled to give this a careful study for the past three or four years, as I been have employed in a shop where proportion is a "leader."

Oftentimes when in competition with other firms a salesman will add 4 to 6 inches to the height of a job in order to effect a sale—regardless of the looks or proportion of the monument. The customer pays a good price expecting to get a first class job, and of course wants the most for his money. He looks upon the salesman as knowing his business and makes his contract with the one who offers the highest monument; never considering how the work will look. But he does know that Brown offered him a monument with a 3 ft. die, 5 ft. high, and Smith offers one with a 3 ft. die but 6 ft. 0 in. high, both in sarcophagus style. He contracts with Smith. Why? Because, he is made to believe that he gets the larger and a better monument, but he does not know anything about proportion in design. The salesman doesn't mention that.

When the monument is set up—what does it look like? It is an ill-shaped affair with die 2 or 3 inches too high, cap and bases, etc., the same, and it cannot mitre or in any way look artistic. Some dealers would call that first class work, because they know no better and have no wish to advance. The whole matter is a disgrace to our trade, and dealers who follow such a mode of business cannot now-a-days expect to compete with firms who study proportion in their work and act accordingly.

The shop in which I work has all the modern conveniences for detail work. There is a large black board 12 ft. by 10 ft., on one of its walls and when a contract is taken for a monument the details are worked out on the board and my employer looks it over.

The proportion of each part is carefully studied and when satisfactory we detail it upon paper. It is then handed to the salesman who submits it to the customer for approval.

I think this point of submitting drawings to the customer a good feature as he sees exactly what he is going to get.

However customers often kick when a job is set up, for a design is often misleading and they expect a larger monument than the dimensions create. I think if dealers generally would adopt some such system as ours, it would tend to advance our busi-

ness and make the sales "cleaner" and more profitable.

We are equally as careful about our marble work as with granite, and large or small contracts receive equivalent attention.

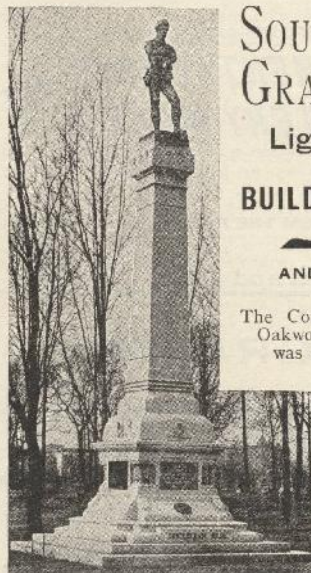
Some dealers obtain a contract for a monument and turn it over to a manufacturer, trusting to the manufacturer to take care of all detail work. Well, it may turn out all right, but I have seen some horrible things sold for monuments, and many returned or worked over. If you detail and proportion your own work you can arrange your work satisfactorily; the mouldings are very important, and with good judgment you make a great finish to a job.

I hope that these few suggestions will bring out an expression from my fellow workmen, for the benefit of all. "Advance" is the motto—there is an old saying and a good one too, "*We are never too old to learn.*"

Start in the year 1896 with a *system*. Call in your salesmen; get their designs; detail them in proper proportion, put the sizes on the backs and give them positive instructions not to deviate from the size given, and you will find that your work will compare with the best. One years experience is sufficient to prove this—try it and see.

To adopt this system, will bring good workmen with a knowledge of draughting into demand; good wages will be paid; it will elevate our business; and it will prove a great benefit both to the dealer, customer and workman.

Harry Hooper.



**SOUTHERN
GRANITE Co.,**
Light Gray Granite
FOR
**BUILDING AND
MONUMENTAL
AND STREET WORK.**

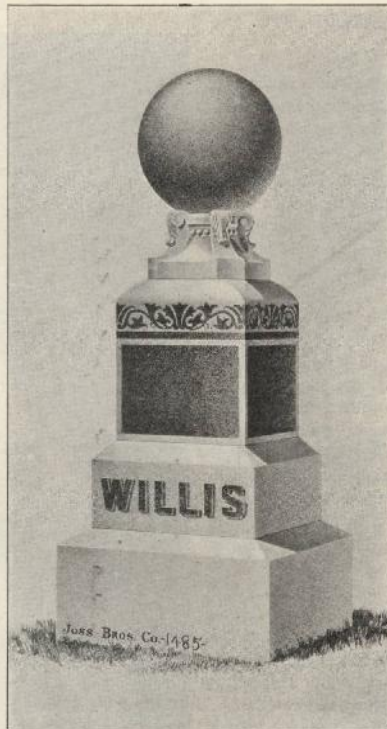
The Confederate Monument in Oakwoods Cemetery, Chicago, was quarried and cut at our works.

QUARRIES.
LITHONIA, GA
MAIN OFFICE,
WIGGINS BLOCK,
CINCINNATI, O.

TRADE
IS
WHAT
WE
WANT.
**Honest,
Legitimate,
Trade.**

FACILITES
Are
Necessary to
Command
TRADE.

WE HAVE THEM;
Steam
Polishing
Mills,
Pneumatic Tools,
Travelling Cranes,
Skilled Workmen.



JOSS BROS. CO.-1485-
WE QUOTE SPECIAL PRICES ON THIS DESIGN—SEE
CIRCULAR—DID WE SEND YOU ONE?

PRICES
* REASONABLE,
WORK *
* GOOD,
CUSTOMERS
* SATISFIED.
THIS IS OUR
GUARANTEE
SPECIALTIES.
BARRE,
QUINCY,
SWEDE,
SCOTCH,
WESTERLY.
We Ought to Command
YOUR TRADE
Try us.

JOSS BROTHERS
COMPANY,
QUINCY, MASS, U. S. A.
O. S. HAMMACK, Secy.



CIT OF MY OWN WORK

F. BARNICOAT.
GRANITE AND
STATUARY.

QUINCY, WESTERLY, SOUHEGAN, MILLSTONE POINT
GRANITE MONUMENTS. CIRCULAR WORK A SPECIALTY

PORTRAIT FIGURES & BUSTS
MODELLING OF EVERY DESCRIPTION
SOLDIERS & IDEAL FIGURES
IN GRANITE.

SEND FOR DESIGN SHEETS OF GRANITE STATUARY.
QUINCY, Mass.

West Quincy
Monumental Works . . .

T. F. MANNEX,
Mnfr. and Dealer in
Plain and Ornamental

Granite
. Monuments

All Work Guaranteed
Satisfactory

West Quincy, Mass.



The Only Genuine
MILLSTONE, CONN.,
GRANITE.
Quarries Opened in 1830.

HENRY GARDINER, Sole proprietor of the

Millstone Granite Quarries

Successors to the
MILLSTONE GRANITE CO.
Firm of Booth Bros., Etc.,
at Millstone.

All kinds of finished Monumental work. Rough Stock a speciality. The certificate of award at the Centennial Exhibition of 1876 on the Millstone Blue Granite, for the good color of the stone, its fine, close grain, and good polish, and the marked contrast between the polished and dressed surfaces; a character which gives unusual distinctness in ornamentation, makes it especially adapted to fine cemetery work.

P. O. Address,—MILLSTONE, CONN. Telegraph and Telephone, NEW LONDON, CONN.

Designs.

We have *Designs* and *Designs* and can please the most fastidious of your trade. Ask for descriptive circular of *Our Designs*. We also have on sale some *300 Imported Monuments*, selection A. 1, prices lower than ever.

ABERDEEN,
SO. QUINCY,
BARRE.

E. C. WILLISON. 110 BOYLSTON ST.,
MANHATTAN BLDG-CHICAGO.

PHOTOGRAPHS, TRADE LITERATURE, ETC.
RECEIVED.

From Bureau Brothers, bronze founders of Philadelphia, Pa., photographs of the bronze doors made by them for the George W. Child's mausoleum, an illustration of the mausoleum appears in the International edition this issue.

From Prof. L. Amateis, Washington, D. C., photographs of model of the Heurich mausoleum and one of the statues on the mausoleum. The work is now under construction in one of the Washington cemeteries, and is a pleasing departure from the somewhat conventional forms of such structures. An illustration of the completed work will appear shortly.

From J. A. Randall, proprietor of the Morden Marble & Stone Works, London, England, the following photographs: Battersea New Cemetery, Morden, Surrey; view in Parochial Cemetery, Barnes; two views in London cemeteries. In closing an interesting note on a feature of London cemeteries, Mr. Randall says: "In conclusion, let me congratulate you on the beautiful illustrations, racy articles and general get-up of THE MONUMENTAL NEWS, the old country has nothing like it. Probably you will see your way to extend its issue to our benighted locality. Best wishes for success."

One of the most novel calendars received this year is that sent out by the Pittsburgh Crushed Steel Co., L't'd., of Pittsburgh, Pa. It is a desk calendar, paper weight and mirror combined. Useful as well as an ornamental piece, a good advt. for "Crushed Steel."

Calendars have been received from McDonald & Sons, Buffalo, N. Y.; Legner & Quaing, Cincinnati, O.; New York Granite Co., New York; Thos. Jardine & Son, Rahway, N. J.

We acknowledge the receipt of a copy of "Industrial, Commercial and Picturesque, Zanesville, O.," from W. C. Townsend & Co., of that city. The book contains illustration of Townsend & Co., Zanesville and New York office buildings and of their quarry interests.

Vest memorandum book and price list of Vermont Marble Co., has been received from the Boston Branch office.

With the compliments of John D. Allen of Jones Bros. & Co., San Francisco, Cal., comes a neat leather bound memorandum book and calendar.

Tombstone Poetry and Scriptural Quotations, is a book of 224 pages containing in a concise form a collection of verses of poetry and quotations from scripture, suited to the needs and tastes of most people. It is compiled by F. W. F. Ward, Church House, Highgate, Middlesex, England, and has evidently been produced with great care, the matter being collected and classified with a view to its use by monumental dealers and associated trades, with whom it should find a welcome. It is divided under the following heads: General; Christian Wording; Husband, Wife, Father, or Mother; Infants; Brother or Sister; Long Suffering; Sudden Death; Moral. Its arrangement is unique, the centre of the page contains the poetical quotations, which are enclosed in double rules, between which the scriptural matter is set, giving the two sources of subject matter on each page, an arrangement highly commendable.

MODERN AD PRACTICAL
PHOTOGRAPH DESIGNS.

W. E. JONES, RUTLAND, VT. MAKER AND DEALER

SIZE 5 by 7 on 8 by 10 cards, \$3.00 per dozen. SIZE 8 by 10 on 10 by 12 cards, \$5.50 per dozen. DIMENSIONS furnished with every design. SATISFACTION guaranteed. DEALERS who use Jones's Designs, say business is booming. And why? BECAUSE they show their customers good designs, whereby they prove themselves to be up-to-date dealers. SAMPLE designs 25 and 45 cents.



JOHN A. ROWE,

WHOLESALE RUSTIC AND

ROCK FACED

MONUMENTAL WORK

BEDFORD, IND.

Polished and Rock faced Blue a specialty. Vases, Sets and Chairs, Curbing, Posts, Bases Scabbled or finished, Save Stone any quantity.

Send for Estimates.

Designs \$1.00 Per Day



CATALOGUE FREE

**CEMETERY FENCES,
VAULT GATES, LAWN
FURNITURE and**

All kinds of WIRE and
IRON WORK. Send For Catalogue.



Iron Fencing.

**WHITEHEAD &
RIEKERS,**
DESIGNERS OF

**MONUMENTAL
AND
CEMETERY WORK.**

Hand made designs.

Fine work on silk.

Studio.

45 West 24th, St.,
NEW YORK, N. Y.



For Mausoleum floors, enriched with Symbols, Monograms, Coats of Arms, and Family names. Correspondence Solicited. Illustrated hand book about our departments of Monuments, Stained Glass and Figure Paintings mailed free.

J. & R. LAMB.
59 Carmine St.,
New York City.

**RICHARDS &
TROWBRIDGE**

**MONUMENTAL
DESIGNERS.**

DESIGNS ON SILK
A SPECIALTY.

QUINCY, - MASS.

Correspondence with the
trade solicited.



**Fountain Air
BRUSH**

Patented May 3, 1892.

CHEAPEST = BEST

Send for
Descriptive
Catalogue

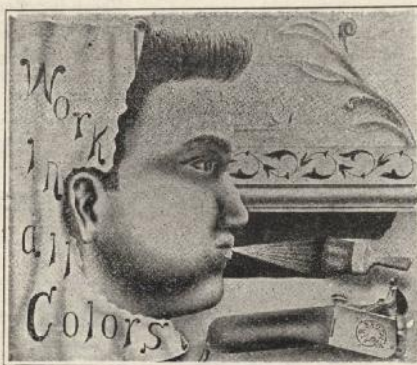


**Thayer
and
Chandler**

Sole Manufacturers,

46 Madison Street, CHICAGO.

Used in Black and White and Color Work.



**MONUMENTAL
DESIGNS
MADE BY
Allen Bros.,**

Will secure you orders
for Monumental
work,
Special Designs
a specialty on any material
desired.

Indianapolis, - Ind.
49 Thorpe Blk.

VALUABLE
SUGGESTIONS

FOR DESIGNERS,
In the MONUMENTAL NEWS.
INTERNATIONAL EDITION.



ADVERTISERS DEPARTMENT

Special business notices in this department, 25 cents a line. Readers will confer a favor upon the advertiser and the MONUMENTAL NEWS by mentioning the name of the paper when writing advertisers.

Visitors at the MONUMENTAL NEWS office last month, J. H. Godden, Emmetsburg, Ia.; Mr. Hebener of Hebener & Son, Washington, Ia.; R. A. O'Meara, LaSalle, Ill.; W. S. Hoyt, Cambridge, N. Y.; C. C. Goodell, C. J. Field, A. E. Nicholls, C. A. Maywood, Dixon, Ill.

Correspondenz in Deutscher Sprache geschrieben puenktlich beantwortet. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Swedish Hill O'Fare Granite will give you entire satisfaction. Townsend & Townsend, 156 Fifth ave., cor. 20th St.

Mr. John A. Rowe, manufacturer of monuments, statuary, etc., at Bedford, Ind., illustrates an attractive statue in this issue. It was modelled and cut by David Richards whose "Hide and Seek" group attracted so much attention at the World's Fair. Mr. Rowe makes a specialty of dark blue rock faced and traced monumental work and is having a good business in it this winter.

"**You** are probably intending to send another salesman out this spring. Have him well equipped with one of our design cases. Price list sent upon application. Townsend & Townsend, 156 Fifth ave., New York City."

Alla Auftraege auf dass beste besorgt und Material und Arbeit garantirt. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Among our new advertisements this month is that of H. W. Adrian of Quincy, Mass., manufacturer of monumental work in Quincy and other New England granites. Since establishing himself in business Mr. Adrian has by personal effort worked up a good trade which he is endeavoring to hold by fair treatment. Read his advertisement and correspond with him.

Ebony black is positively without color. Samples \$1 each. Townsend & Townsend, 156 Fifth ave., New York City.

"**The finest line** of Design Cases to be found, can be purchased of Townsend & Townsend, 156 Fifth ave., New York City.

The Ludlow-Saylor Wire Co., St. Louis, have just closed a contract for a new building for their occupancy, which give them double the floor space they now use and will enable them to add new lines. Among recent work they have supplied a large amount of ornamental ironwork for St. Albans, Vt., Worcester, Mass., New Orleans and other cities. Among present work they are manufacturing and erecting the wrought iron fencing, gates and arches for the handsomest residence in St. Louis. With their enlarged facilities they will be able to meet all demands even more satisfactorily than ever.

Procure stock sheets of work ready for immediate shipment in Barre, Quincy, Scotch and Red Swede Granites. Write Townsend & Townsend, 156 Fifth ave. cor. 20th St.

Barre Granite Monuments at reasonable prices. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Every marble dealer who is interested in increasing his business should see what the Venetian Marble Co., of Rutland, Vt. has to say as to how it can be done. They are producers and wholesalers of dark blue marble exclusively and they claim that there is no blue marble darker than their Venetian Blue. Its good qualities are such as to make it well worth looking into by any dealer not familiar with it.

Do not guess, but get prices from us on all Italian Statues and Monuments. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

The past season was an unusually busy one with the Capital Granite Co., of Montpelier, Vt., and the holiday season found them so well supplied with orders that shutting down in accordance with the long established custom, was out of the question. Some exceptionally large monumental work of a high class, both in design and workmanship was turned out from the well appointed plant of this company while the stock used was from their own quarries at Barre. To have had such an unusually good business while the general condition of the country was comparatively depressed is especially gratifying and leads Mr. Eagan to remark that "granite dealers are beginning to appreciate first-class work at reasonable prices."

Others are satisfied with our prices, why not you? Write any way. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Iron Solvent,

E. C WILLISON,
110 Boylston St., Manhattan Bldg.,
BOSTON. CHICAGO.

Positively removes all traces of Iron Rust, Sap Spots, Acid Stains etc. on the polished or hammered surfaces of granite, and will not injure the stone. Nothing its equal in the market.

\$1.25 Cash per box post paid, or \$12.00 per dozen boxes.

WE HAVE IT.

What Marble Dealers are Looking for—A firm making a specialty in their line. We furnish rough and sawed bases, cemetery curb and all other work connected with the marble and granite trade. Prices cheerfully furnished and work shipped promptly.

MATTHEWS BROS.,

Quarriers and Dealers in
Oolitic Limestone.

Ellettsville, Ind.

When in need

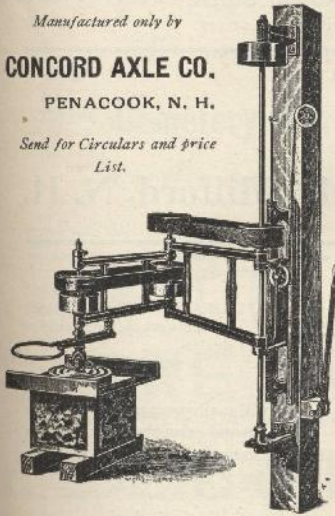
of machinery or supplies of any kind not advertised in these columns write to the MONUMENTAL NEWS and we will give you the desired information.

THE CONCORD (JENNY LIND) POLISHING MACHINE

Manufactured only by

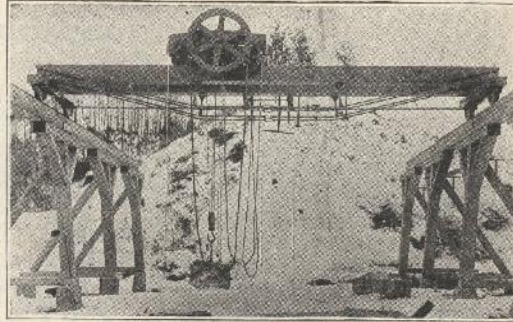
CONCORD AXLE CO.
PENACOOK, N. H.

Send for Circulars and Price List.

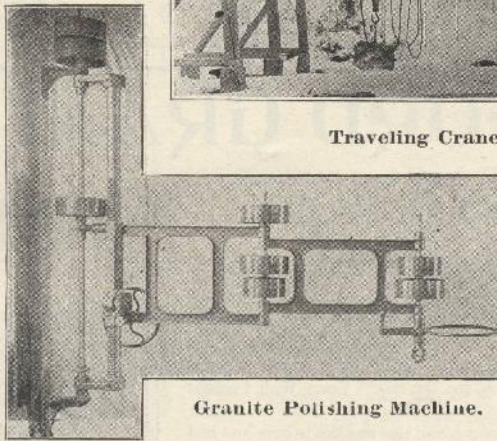


WHITCOMB BROS Manufacturers of STONE WORKING MACHINERY.

WHITCOMB'S SOFT METAL POLISHING MACHINES, COLUMN CUTTING LATHES, POLISHING LATHES, JENNY LIND POLISHING MACHINES, TRAVELING CRANES, DERRICKS, CAPSTANS, ETC.



Traveling Crane.



Granite Polishing Machine.

Barre, Vt.

MESSES WHITCOMB BROS.,
Quincy, Mass., July 12 '96.
Gentlemen, we note your advertisement in MONUMENTAL NEWS, when you have a prospective customer who wants a derrick just tell them to write to us, we have good things to say about our derrick bought from you.
Respectfully,
KEEPPY, SWINGLE & FALCONER.

B. C. & R. A. TILGHMAN,

1113 to 1126 South 11th Street,
PHILADELPHIA, PA.

Patent Chilled Iron Globules, or Shot.

For Fast Sawing or Rubbing of Stone, Granite and Marble. OUR SHOT have been in regular, constant and increasing use for over twelve years, and they are now in use by all the leading firms in the United States. With the same machinery and power, they will do over three times the work of sand. We are the inventors and original manufacturers of the material, and our shot have at least double the durability of imitations now on the market. We solicit a competent trial. Speed, durability, economy and saving of saw blades. Reduction of power. Over 600 Customers. Over twelve years constant use.

KRUSHITE,

The New Abrasive for Sawing and Rubbing Stone.

FOR rapid sawing and rubbing granite, marble etc., KRUSHITE is superior to anything on the market, it combines toughness with hardness and cannot be fractured under the saw blades or rubbers. Cheaper and more durable and economical than any other material. Is being adopted by the best firms. Samples and prices free.

FRENIER & LEBLANC, U. S. Agents,

Rutland, Vt.

GRANITE POLISHERS BEWARE

Save Money, Save Time, Save Labor



By using Harrison Brothers Diamond Grit, Globules, or Chilled Shot. This is the age that one must practice economy. It will pay every Granite Polisher or Sawyer in the United States to write for our samples and prices of Shot before buying elsewhere. All of our samples are taken from bags ready for shipment, we do not prepare our samples. Our material is durable, clean and free from all dirt. The largest firms throughout the United States are using our material with the greatest possible success. Address all correspondence (to one of the firm.)

NATHAN C. HARRISON, 161 TRENTON ST., EAST BOSTON, MASS.

Ryegate Granite Works Co.

SOUTH RYEGATE, VERMONT-

Quarry Owners and Manufacturers of

RYEGATE STANDARD AND BARRE GRANITE

Facilities.

Unlimited Water Power.
McDonald Stone Cutting Machine
Power Derricks, Turned Lathes.
Machinery Most Improved Polishing
Artistic Models

Specialties.

Platforms, Steps, Columns.
Polished or Hammered. Round
Rail for Cemetery Enclosures, Statuary,
Mausoleums, Building Fronts,
Rough Stock.

Before placing your orders for any above kinds of granite work, write us for prices.

MILFORD GRANITE

MONUMENTAL WORK. D. L. Daniels, Milford, N. H.

W. E. Hussey came near meeting with what might have been a great disaster the other day. When calling on an old friend in the ready made tombstone line his friend greeted him and holding him fast by the hand said, "Hussey do you remember that monument you sold me last trip?" Yes. Well I sold it from that NIAGRA design, to a wealthy widow down the avenue who wanted something massive, and she was just in here and had the monument with her. She wanted to know if I had that design I sold her the monument from. I told her I had and she said put it on my lot, and keep the monument. I can see it farther than I can see the monument.

An accident occurred at the Marion cemetery, Marion, last month during the erection of the Amos H. Kling monument by Mr. S. E. Gates the representative of E. F. Carr & Co., of Quincy, Mass. The base, nine feet square, had been set and on it the two other sections, and while raising the thirty feet shaft into place, a chain of the derrick broke and let it fall, totally wrecking the whole monument. Our informant, Mr. Jas. P. Kendall, of Marion, says, the monument was made by Ola Anderson, of Concord, N. H., of Concord granite, and was a highly creditable piece of work.

The drinking fountain recently donated to Newton, N. J., by Mr. Joshua Hill, is constructed of Newton limestone and Quincy, Mass., granite. It was erected by A. F. O'Donnell of Newton.

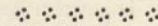
Frank Teich of San Antonio writes that the marble and granite of that state would surprise some of the Eastern dealers. He is just completing the State Firemen's Monument which he has cut from native granite. It closely resembles in color and texture the granite from Barre, Vt.

Mr. Charles Neidhart, Beatrice, writes: Owing to a few crop failures and general financial depression all over the country, the monumental business suffered considerably, especially in this section, where farmers have raised very little last year so have nothing to sell at present. As a natural consequence collections and money matters are very close. But matters will change for the better after a while and will bring things out all right even in Nebraska, which is all right even with a few failures of crops.



WE DESIRE to place a specimen of our work in the hands of every dealer.

WE will mail you a photograph (new style and extra finish) 7 x 9 of any style monument you desire mounted 10 x 12 for 25 cents.



THE MONUMENTAL PHOTOGRAPH CO.

TOLEDO, O. Box 513.

F. A. Heister,
STATUARY.

Modeling and Carving

—FOR—

MONUMENTS and ♦♦

BUILDINGS.

9 Favor St., Rochester, N. Y.



Send for our Photo of statue No. 203 $\frac{1}{2}$, and ask for our price. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Statues, large and small, at reasonable prices. Satisfaction guaranteed. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Upon application we will send photos of Italian Statues, quoting interesting prices. Townsend & Townsend, 156 Fifth ave., cor. 20th street.



VERMONT GRANITE CO., (INCORPORATED)
 Quarriers of the Celebrated **BARRE GRANITE**
 Manufacturers of Monumental and all kinds of Cemetery Work for the Trade.
 Special attention given to Squaring and Polishing Dies, Caps, Bases etc., and shipping Unfinished Dimension Granite in the Rough a Specialty.
 All Branches of the Work are Done in Our Own Shops.
BARRE, VT.

BROWN BROTHERS MFRS' OF
 Monuments
 AND GENERAL **Cemetery Work** FROM THE BEST
BARRE GRANITE,
 Correspondence solicited. **Barre, Vt.**

STAPLES GRANITE CO.,
 Manufacturers of
HIGH GRADE GRANITE WORK.
Light, Medium and Dark Barre Granite.
 Send for Estimates. **Montpelier, Vt.**

LITTLEJOHN & MILNE,
 QUARRIERS AND MANUFACTURERS.
BARRE GRANITE The trade supplied with Rough and Finished Stock for monumental & building purposes.
MONUMENTS AND CEMETERY WORK. BARRE, VERMONT

EMSLIE & KING,
 MANUFACTURERS OF
MONUMENTS AND GENERAL CEMETERY WORK.
 FROM **Best Barre Granite.**
 Correspondence solicited. **BARRE, VT.**

GEORGE & ROGERS,
 —Manufacturers of—
BARRE GRANITE
Monuments and General Cemetery Work.
 From best LIGHT and DARK stock.
BARRE, VT.
WE WILL TRY TO PLEASE YOU. 'GIVE US A TRIAL.



A. J. YOUNG
 MANUFACTURER OF
General - Monumental - Work
 From Best Light and Dark
BARRE - GRANITE
 EAST BARRE, VT.

IF YOU ARE LOOKING
 For manufacturers who will furnish you with **first class Monuments, etc.,** cut from **best light and dark Granite** send your orders direct to
Bugbee & Alexander
 Pneumatic Tools. **Barre, Vt.**

Jas. K. Milne.
 Manufacturers of **Barre Granite Monuments** and Cemetery Work.
BARRE, VT.
E. C. FRENCH
 Manufacturer of and Dealer in
MONUMENTAL WORK
 of all kinds from the best
Light and Dark Barre Granite.
 Lock Box 60. **BARRE, VT.**

Trade Changes, Etc.

NEW FIRMS.

B. F. Killingsworth is a new dealer at Calera, Ala.

John P. Devine recently commenced in business at Putnam, Conn.

Patrick J. Hurley is a new dealer at Natick, Mass.

Kemp & Symonds are new dealers at South Haven, Mich.

G. W. Logan recently started in business at Logan, Mo.

S. L. Hanson & Co., commenced the Monumental business at Penacook, N. H., recently.

Edward C. Strobel is a new dealer at Salt Lake City, Utah.

Bion D. Wheeler has opened an office for sale of monumental work at Springfield, Mass. He was formerly with W. F. Cook.

F. S. Fish is a new marble dealer at Fall River, Mass.

Ampt & McCarthy is the name of a new firm at Atlanta, Ga.

E. D. Lang, of Canton, O., has established a branch office at Massillon, O., under the name of the Massillon Marble and Granite company.

McFarland & Bonner are new dealers at Des Moines, Ia.

Burke & Carnes have open a shop at Pasadena, Calif.

Hoffman & Gray are new dealers at Niagara Falls, N. Y.

Marion Toland has recently opened an office at Bloomfield, Ind.

A. J. Keely is a new dealer at Mount Holly, N. J.

M. VanAntwerp, Freeland, Minn., has opened a new shop.

Baum & Vitz are new dealers at Lafayette, Ind.

Griffin & Brown is a new firm at La Plata, Mo.

Miller & Pfaefle is a new concern at Waco, Texas.

Harry Philpot recently started business at Russia, Ohio.

A marble shop has been started at Waverly, Kans.

L. F. Palmer has opened a shop at Iola, Kans.

S. O. Sanders is a new dealer at Centralia, Ills.

Wm. H. Watt has gone into the marble business at Reading, Pa.

Dumbach & Billman are new dealers at Elasco, Texas.

Felumlee & Ralls have started a new shop at Coshocton, Ohio.

Luther Johnson has recently commenced business at Carlyle, Ills.

Theo. M. Walker has recently commenced business at Butte City, Mont.

C. M. Gould has removed from La Grange, Texas, to Houston same state.

REMOVALS, CHANGES, ETC.

Bailey Granite Co., has removed from Essex Junction to Burlington, Vt.

Coughlin Bros., Toronto and Peterboro, Ont., have closed their Toronto shop.

Harry E. Rupprecht has taken an interest in the firm of J. F. Manning & Co., Washington, D. C.

Geo. H. Prucia is now conducting business alone at Belleville, Wis.

The stock and plant of Jas. S. Muldoon deceased, Wheeling, W. Va., is offered for sale.

The shop of August Rieble at Mayville, Wis., was damaged by fire last month.

M. T. Whitney, of Port Jervis, N. Y., has sold out to Wm. H. Stretford.

The Firnston Marble Granite and Stone Co., Little Rock, Ark., has been incorporated, capital stock \$80,000.

Riley Sweers, Traverse City, Mich., has incorporated his marble and granite business, capital stock \$10,000.

E. J. Hills, Jackson, Mich., has suspended business.

P. Schroeder has bought an interest in the marble business of G. Neumann, at Appleton, Wis.

Fire destroyed L. Blondin's stone sheds at Waterbury, Vt., recently.

C. G. Blake & Co., of Chicago intend starting a retail yard near Oakwoods Cemetery

SUCCESSORS.

Barton & Hilton succeed W. H. Hilton at Taylorville, Ill.

Chas. Lee succeeds the firm of Lee & Gentry at Lebanon, Ind.

Richter & McCollum succeed J. W. Kenyon, at Betheny, Mo.

Yule & Ingram succeed William Ingram & Son, at Milford, N. H.

E. E. Seville & Co. Lim., succeed E. E. Seville at Hopewell, N. H.

J. W. Johnson succeeds the firm of Cotton & Johnson at Mount Vernon, Ohio.

E. A. Steadman succeeds Steadman & Hawthorne at Owosso, Mich.

Nelson & Derrick succeed H. E. Nelson at Cherry Valley, N. Y.

Battle Creek Marble & Granite Co., succeeds the firm of McNaughton-Coloin Co., at Battle Creek, Mich.

Wallace T. Newman succeeds Newman & Neri as proprietors of the Union Marble & Granite Co., Atlanta, Ga.

The Melnotte Marble Co., succeeds C. L. Melnotte, at Humboldt, Tenn.

C. N. Everson succeeds Coles & Everson, at East Liverpool, Ohio.

Chas. E. Ehmann succeeds the firm of Ehmann, Forbes & Co., at Baltimore, Md.

Fred Thormann succeeds Thormann & Sorcnson, at Huntingburg, Ind.

Jos. Tureck succeeds Chas. A. Tureck, at Irving Park, Ill.

Mrs. A. N. Clark succeeds Theo. Clark as manager of the Clark Granite Co., Joliet, Ill.

Emerson, Coe & Coffee succeed H. F. Oliver as proprietor of the North Bridge Granite Works, Salem, Mass.

G. E. Hubbard succeeds the firm of Correll & Hubbard, Centralia, Ill.

John Henderson succeeds Hauck & McMurphy, at No. Vernon, Ind.

Arnott & Stevens succeed David S. Arnott & Nephew at Brooklyn, N. Y.

D. S. Arnott who died Dec. 16 was engaged in business at Greenwood Cemetery for over thirty years.

Harvey Rowe succeeds H. Rowe & Son, Jacksonville, Ills.

Clark & Krueger succeed the firm of Seelig & Clarke, at Ripon, Wis.

I. H. Miller succeeds H. Miller & Son, at McHenry, Ill., the former having bought out his father's interest.

DECEASED.

Joseph M. Watson, of Watson Brothers, Salt Lake City, Utah, is dead.

Geo. Webber, New York City, is dead.

DISSOLVED.

White & Dietrich, Tunkhannock, Pa., have dissolved partnership. Chas Dietrich continues the business.

J. W. Vinson & Son, Shelby, Ohio, have dissolved partnership. C. E. Vinson continues the business.

The firm of Henderson & Co., Lafayette, Ind., has been dissolved. The business will be continued under the name of Henderson & Bell.

ASSIGNED.

Feipel & Mertz, Chicago, Ill.

F. W. Underhill, Leipsic, Ohio, has assigned to E. O. Townsend.

Richard Opie, Westerly, R. I., has assigned to Sheffield Green.

Abbott & Son, Madison, Wis., has assigned to W. H. Alford.



Fraser & Broadfoot

Manufacturers of all kinds of
MONUMENTAL WORK

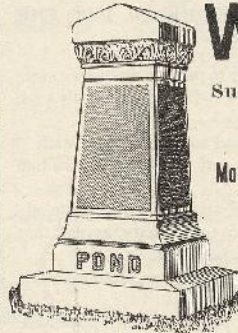
.... From Best

Light and Dark

... BARRE GRANITE.

Estimates cheerfully given.

Montpelier, Vt.



Wm. Allan,

Successor to Troup & Allan.
Manufacturers of
... Barre Granite.

Monuments and General Cemetery Work
from Best Light and Dark

... Stock ...

Estimates Cheerfully Given.

BARRE, VT.

Granite Polishing

For the Trade at the following prices.
From the rough (to cut and polish)
\$1.00 per superficial foot. From the
point, 60 cts. per superficial foot.
Extra charges on surfaces less than
5 square feet. **JOHN KLAR,**
Westfield, Mass.

PERRY M'FG CO.
Montpelier, Vt.
Manufacturers of
THE LATEST IMPROVED
POLISHING MACHINE.

For ease of handling, wide
range of adjustment, quality of
material, thorough construction
it has no rival.

Send for descriptive Cat.
Fully explaining our valuable
improvements.
ASK FOR PRICES.

BUILDING COLUMNS, SCROLL RUBBING WHEELS.

ROPE-BUFFERS ARE THE BEST

'GRANITE CITY POLISHING MACHINE'

Granite City Column Cutting Works

MACHINERY, SAMPLES, ROUND MONUMENTS.

W. A. LANE, Proprietor, Barre, Vt.

BIG INTEREST!

Subscription.

Regular Edition, of which
this is a sample \$1. Or the
International Edition with
60 designs for \$2.50 a year.

Is what everyone gets who invests in a sub-
scription to the **MONUMENTAL NEWS.**
Think of getting **TWELVE** copies of such
a Trade Magazine as this for the sum of one
dollar. No progressive man would think of
getting along without it **And very few do.**

HOW TO MAKE THE BUSINESS PAPER PAY THE ADVERTISER.*

Advertising to pay must be made to pay.

The good of all good is in so handling the good that the good of it does good.

Poor advertising pays poorly—good advertising pays well.

Good goods and poor advertising may be as profitless as bad goods and good advertising.

Unless the quality of the goods, and the quality of the advertising, harmonize, there is no profit in publicity, except that transient profit that no decent man cares about.

The conventional advertisement has a value, although it has looked backward over a quarter of a century.

The selling value of anything is partly in the appearance of it.

Intrinsic value, covered with a bushel basket, is no more salable, and perhaps not so salable, as less value well presented.

A ham sandwich, with a wide, thick table-cloth and napkin as big as a towel, with a waiter of immaculate blackness, and a well-set table, is more appetizing than terrapin and game served in a horse-trough.

The diamond is not more brilliant than coal before it is polished.

Make the goods look as well as they are, provided they are as well as they look.

Make the advertisement look as well as the goods.

The advertisement which reads—

JOHN SMITH,
Manufacturer of
Monuments and Statuary,

may bring Mr. Smith some business, but it will not bring him the business that is sure to come from an advertisement which advertises what Mr. Smith sells more prominently than Mr. Smith himself.

Mr. Smith is not for sale—that which he makes is for sale.

The buyer cares nothing about Mr. Smith beyond Mr. Smith's reliability and character.

He cares everything about the quality of what Mr. Smith makes.

I do not depreciate the value of keeping Mr. Smith's name before the public, but I do not believe in advertising Mr. Smith to the prejudice of what Mr. Smith makes.

No matter what you sell, advertise it, with your name and address as a matter of necessity, but don't place your name at the top of the advertisement in the largest type, followed by a conglomeration of what you make, so mixed up, and so insignificant that one can't separate the wheat from the chaff.

If you manufacture a dozen articles, don't conspicuously

*Copyrighted 1895, by Nathan C. Fowler, Jr., D. P.

speak of more than one of them at a time, unless you have separate advertisements for each.

There is no objection to advertising some one article prominently, and in small type following, speak of the other lines carried.

Let the advertisement have the advantage of always profitable oneness.

Let it appeal to the buyer on some one particular thing, that thing to be changed to another in the next issue of the paper, if you make other things.

If you manufacture a dozen articles, advertise one prominently, with the others very much less prominently; then the next time advertise another prominently, and the other less prominently, and so on.

Don't say much in your advertisement.

It is not the business of the advertisement to sell goods. It is to assist your salesmen and your catalogue in selling.

It is the business of the advertisement to create correspondence, to separate the probable from the possible customers, to bring into your office letters which indicate that certain people desire certain goods, and it is then your business and the business of your employees, to sell them.

Trade paper advertising would be worth double what it is to the advertiser, if the advertiser made his advertisements specify something in particular, not everything in general.

Make one point at a time, and only one.

Advertise prominently the thing for sale, not the seller of it.

The Fine Arts League of Philadelphia has officially notified the Fairmount Park Art Association of its cordial approval of its aims and purposes, and in connection with the intention of the association to provide the city of Philadelphia with memorial statues of distinguished citizens has offered its services to aid in carrying out the project. The Fine Arts League is composed of delegates from The Philadelphia Sketch Club, The Philadelphia Society of Etchers, The Philadelphia Society of Artists, The Art Club, The Artists Fund Society, The Philadelphia Chapter of the American Institute of Architects and the T-Square Club.

Busts and Medallions reproduced from Italian Marble. Satisfaction guaranteed. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Interesting prices named in Barre, Quincy, Concord, Westerly, New Westerly and all New England granites. Townsend & Townsend, 156 Fifth ave., cor. 20th street.

Quincy Granite Monuments at exceptionally low prices. Townsend & Townsend, 156 Fifth ave., cor. 20th St.

THE MILFORD GRANITE CO..

MILFORD, N. H.

Are the owners of the only Quarries in the country of **Pink New Westerly Granite**. Don't Make any Mistake there is money to be made by handling this Granite. Be the first to get a job from it in your city and it will bring you business. We can furnish it in any size with promptness.

We want you to know five things about Milford, Souhegan, and New Westerly Granite.

First.—It is finer, clearer, handsomer and hammers or polishes to look richer than most any other New England Granite, this is especially true of the **Pink New Westerly**.

Second.—That the **Milford Granite Co.** own the only quarries in the country of **Pink New Westerly Granite** therefore when you buy of any one else you pay an extra profit. It will pay you to deal direct with headquarters, whether you want rough stock or finished work.

Third.—We would caution you to beware of other granites that are being offered the trade as **New Westerly** or **Milford Granite**. Send to us for sample, or better still give us a trial order either for stock or for finished work and we guarantee satisfaction.

Fourth.—We have one of the finest and most complete cutting plants, fitted with modern machinery for doing the finest Monumental work, Statuary and Carving. Our works being at the quarries we can do your work better, more promptly and more economical than any other concern.

Work for Spring Delivery.

The unprecedented number of orders booked during the past month warns us that we should remind those who desire finished work for Spring that their orders should be in within a few weeks to avoid delays.



JONES & GALE.
Manufacturers of
Barre Granite Monuments
of all kinds,

Send for Estimates.

MONTPELIER, VERMONT.

S. FONTANA & CO.,



Manufacturers of
BARRE GRANITE MONUMENTS AND GENERAL CEMETERY WORK.

BEST LIGHT AND DARK STOCK.



Correspondence Solicited.
Barre, Vt.

HOPKINS & HUNTINGTON.

Manufacturers of

BARRE GRANITE MONUMENTS and CEMETERY WORK.

General

First class work guaranteed.
Write for Prices.

Barre, Vt.

M. J. McLEAN

Manufacturer of
. . . . Light and Dark

BARRE GRANITE MONUMENTS

And General Cemetery Work.
Correspondence Solicited.

BARRE, VT.

Maine Granite Quarry,

Fredericktown, Madison Co.,
Missouri, solicits your orders.
Color: Light Pin', suitable for
bases for either gray or red
granite monuments. Quarry
opened July 1, 1894.

SPARGO

.....MANUFACTURER OF.....
MONUMENTS - STATUARY,
and Cemetery Work of all kinds from **THE Best Quincy**
And other Eastern Granites.

Best Stock and Work guaranteed
at Lowest Prices.

W. T. SPARGO, So. Quincy, Mass.

As good as the best

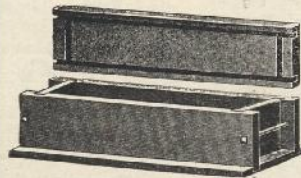
EWEN & CO..

Manufacturers of Monumental Work in

Red, White, Blue and Pink Westerly Granite.

Fine Lettering and Carving a Specialty. Urns, Ballusters, Vases, Columns, Etc,
at Specially Low Prices. Give us a chance to figure on your work.

Westerly, R. I.



SLATE GRAVE VAULTS

ARE THE BEST.

CLEAN, STRONG, DURABLE.

WRITE FOR PRICES AND SIZES.

G. D. SHIMER,

BANGOR, PENN.



LUDLOW SAYLOR - - - WIRE CO.

♦ ♦ ST. LOUIS, MO. ♦ ♦
CEMETERY FENCES

of
Wrought Iron and Wire.

Write for Catalogue.

Don't Forget to Mention

. . . . **THE MONUMENTAL NEWS**

when writing to our Advertisers.

We want your **ORDERS** on basis of

GOOD STOCK GOOD WORK PROMPTNESS

WE WANT TO GIVE PRICES ON ALL YOUR WORK

BURTON PRESTON

BARRE MANSFIELD

**ABERDEEN
SCOTLAND**

Y
O
R
O
R
D
E
R
S
S
H
O
U
L
D
B
E
S
E
N
D
T
O
B
U
R
T
O
N
P
R
E
S
T
O
N
B
A
R
R
E
V
T.

RECENT LEGAL DECISIONS.

Conditional Sales of Monuments.

A dealer in monuments had become indebted to a marble company for unfinished monuments and other marble needed in his business. The company became apprehensive that further sales to him outright would involve loss. To prevent this, the dealer agreed in writing with the marble company, that, in consideration of its sending to him certain specified monuments "on consignment," he would hold the same as the property of the company until sold, and subject to its order; that, as fast as he sold the monuments, he would remit the money (the cost price at which each was listed to him); and, when he took notes in lieu of cash, he would remit the notes as collateral for his account. Nearly a year afterwards he made arrangements for a further consignment to him, this time agreeing that he would keep an account of the sale of the monuments described in a book, and send such book to the marble company on the 1st of each month, and as fast as said work was sold and erected, pay to the company the list or cost price to him of each piece of marble sold by him, (either by cash or customer's note,) the same to be placed to his credit as fast as cash should be received, that he held the marble merely on consignment, to be paid for when sold, and that it remained the property of the marble company "until paid for as above stated," and at all times subject to its order. Ten monuments of the value of \$683, three received under the first arrangement and seven under the second, were seized and sold by a constable under writs of execution issued upon judgments obtained by other creditors against this dealer. The marble company sued the constable to recover the value of the monuments. This brought up the question of whose property the monuments were at the time of their seizure. The dealer paying cost of transportation, having the right to fix the selling price and the terms of sale, taking orders in his own name, and the marble company apparently exercising no control over his business, it was contended that the facts showed a sale on credit in which title at once passed. But the supreme court of California holds otherwise, *Vermont Marble Co. v. Brow*, 41 Pac. Rep. 1031, pronouncing the transaction a sale upon condition, the condition being, as to each monument, that the dealer should sell the same to some third person. So in its opinion, at the time of the levy and sale by the constable, the monuments were the property of the marble company, not liable to execution for the dealer's debts, which entitled the marble company to recover from the constable.

HINTS FOUND IN LATE CASES.

As a general principle in the law of agency, the agent must not dispute his principal's title.

In legal contemplation, a sale will not be regarded as fraudulent for the reason alone that the consideration is inadequate.

The rule is that, when a negotiable promissory note is given and is accepted in satisfaction of a present debt, the note is regarded as money paid.

It is abundantly established by the decisions of the supreme court of the United States that, no matter what business a corporation does in another state, its residence is exclusively in the state of its creation.

An employer is not bound to abandon the use of a particular machine or appliance, which is in common use, and in a proper state of repair, merely because there are other machines or appliances in use that are better adapted for doing the work, or that may be handled with greater safety.

Machinery placed in and attached to a building in order to carry out the obvious purpose for which it was erected, or to permanently increase its value for use as a manufacturing establishment, and not intended to be moved about from place to

place, but to be permanently used with the building, becomes a part of the realty, although such machinery may be removable without injury either to itself or the building.

In giving effect to the language of any instrument, regard must be had to its purpose.

In most States the making of a mortgage does not violate a provision in a policy of insurance that any change in the title, interest or possession of the insured in the property, without the assent of the insurer, shall avoid the policy.

A principal is bound by whatever his agent may lawfully do within the scope of the power conferred, and upon the theory that where a right is conferred the power is also granted, without which the right itself could not exist, this scope includes whatever the agent may necessarily do in the performance of the particular act expressly authorized.

When it is uncertain whether damages have been caused by the violation of a contract none can be recovered, a jury not being permitted to speculate whether damages may not have been occasioned. But when it appears that damages have been caused by the breach of a contract, the amount of which is uncertain and incapable of ascertainment by computation or by direct evidence, the injured party is entitled to recover such as he can show to be the direct results of the breach of the contract.

It is proposed to erect a monument to President Diaz, of Mexico in the City of Mexico, designed after the Arc de Triomphe in Paris. The site selected is the upper part of the Paso de la Reforma. Don Jose Vallaria and Don Rafael Pacheco, military engineers, have been commissioned to submit plans. The arch will be of great height and adorned with various allegorical bas reliefs and huge statuary groups. President Diaz has been a wise president for the Mexicans, whose continued confidence in his government is also a splendid memorial to his worth.

"Swedish Hill O'Fare is fine grain, dark red and is giving best of satisfaction where ever used. Townsend & Townsend, 156 Fifth ave., New York City, Importers."



JOHN S. HALL,

Manufacturer of and
Dealer in the Celebrated

LIGHT AND
DARK

Barre Granite

Monuments & general Cemetery Work

Ornamental Carving and Lettering a special
branch of our business.

All orders promptly attended to. Correspondence and orders will receive prompt and satisfactory attention.

Barre, Vermont:



**HENRY FALLER,
SCULPTOR**

Importer and Wholesale Dealer in all kinds of

**Monumental,
Garden and Parlor Statues
Vases, Monuments, &c.**

A large number of Statues executed in the most artistic manner, of different subjects and sizes constantly on hand.

Marble and Granite Statues, Monuments, Busts, Medallions Made to Order.

Monumental Marble Blocks, Dies, Slabs, etc., imported to order at lowest prices.

Middle Village, L. I., N. Y.
P. O. Box 34.

Correll & Burrell,
Wholesale Rustic and Rock-faced
Monumental Works, Statuary and
Fine carving in Bedford stone.



ODON, IND.

WEST OF BEDFORD
ON S. B. R. R., IN.

A. ANDERSON & SONS, Mfrs. and Dealers in

Light and Dark **BARRE GRANITE.**

Cemetery work of every description.
Correspondence with dealers solicited.
Do not fail to get our prices.

Write for designs and prices. **Barre, Vt.**

CANNON BROS.,

Manufacturers of all kinds of

BARRE GRANITE . . .

MONUMENTAL WORK.

Correspondence solicited.

NORTHFIELD, VT.

T. A. GREEN,

Light and Dark Hardwick and Woodbury
Granite Monuments, Tablets and General
Cemetery Work.

Box 65. **HARDWICK, VT**

You will get my estimates by return of mail

ADIE & MITCHELL,

MANUFACTURERS

OF ALL KINDS OF

BARRE GRANITE MONUMENTS AND CEMETERY WORK.

GET OUR PRICES.

BARRE, VT.

BURLEY & CALDER,

MANUFACTURERS OF

**AND BARRE GRANITE MONUMENTS
GENERAL CEMETERY WORK.**

BARRE, VT. ALL ORDERS PROMPTLY FILLED. A TRIAL SOLICITED.

William Callahan,

Manufacturer
of

**MONUMENTAL WORK
QUINCY AND OTHER GRANITE.**

From all Grades
of

34 Quincy Ave., Quincy, Mass.

Send for Estimates

COOPER & MCGUIRE,



MANUFACTURERS OF
All Kinds of Monumental and Cemetery work in **BEST LIGHT
and DARK NEW WESTERLY GRANITE.**

First-class work a Specialty. — Correspondence solicited.

Milford,

N. H.

Centre Groton Granite



**FINELY ADAPTED FOR MONUMENTAL AND
CEMETERY WORK.**

Manufacturers supplied with Rough Stock,

ROBERT ECKERLEIN, Center Groton, Conn.

ENTERPRISE GRANITE CO.,

W. R. Dickie, Prop.

Manufacturer of and Dealer in Light and Dark

Barre Granite Monuments.

TABLETS AND CEMETERY WORK. TERMS CASH. 30 DAYS.

Superior Workmanship Guaranteed.

Barre, Vermont.

MORTIMER &

Manufacturers of **Barre
Granite Monuments,
Tablets and Ceme-
tery Work**

Correspondence with
Trade Solicited.

Barre, Vt.

CAMPBELL.

H. D. PHILLIPS & CO.



MANUFACTURERS OF
AND DEALERS IN

All Kinds of Fine Monumental Work

From the **BEST** Light and Dark Barre Granite.

All work and stock guaranteed first-class in every respect.

Orders solicited and promptly filled. Polishing a specialty.

NORTHFIELD,

VERMONT.

ROUND POND GRANITE CO.



Having bought the Quarry formerly owned by

. . . **Browne McAllister & Co.** are prepared to furnish
Rough Granite of every description to the trade. Monumental Work a Specialty.
Estimates furnished on application. All orders promptly filled.

Quarry and office at

ROUND POND, ME.

Mc DONNELL & KELLEY,

Manufacturers of **Quincy AND OTHER New England GRANITES**
Quincy, MASS.

RAILWAY GRANITE CO.

Manufacturers of
 Barre Granite - - - -
 Monuments and
 General Cemetery
 Work.

From the best Light and Dark Stock. Estimates cheerfully given.

Barre, Vt.



Park and Cemetery

Artistic Adornments,
 Iron Vases with Reser-
 voirs, Bouquet Holders,
 Settees and Chairs,
 Ornamental Fountains
 and Drinking Fountains.
 Send for our New Illus-
 trated 1895 Catalogue,
 Just Out.

M. D. JONES & CO.,
 368 Washington L.,
 Boston, Mass.

R. GUMB. H. M. GUMB.

GUMB BROS.,

Mfrs and Dealers in
GRANITE and MARBLE WORK

of all kinds. Don't fail to get our prices.
LOWELL, MASS.

Please mention MONUMENTAL NEWS
 when writing to advertisers.

BOOKS FOR THE TRADE.

Tombstone Poetry and Scriptural Quotations.—Contains upwards of 1,700 verses of poetry and scriptural quotations selected expressly for the use of monument dealers by F. W. F. Ward, of London, Eng., 224 pages. Cloth bound. Crown 800 Price \$1.15 post paid.

Clark's Epitaph Book.—A pocket size containing 500 one, two, three and four-line verses and ten alphabets, including the Hebrews with English equivalents. The best work of the kind ever published. Price 25 cents.

Foster's English and German Epitaph Book.—Pocket size, contains 229 English, 78 German epitaphs and a number of alphabets. Price 20 cents.

Vago's Modeling in Clay.—Instructions in the art of modeling in clay, by A. L. Vago, with an appendix on modeling in foliage, etc.; for architectural decoration, by Ben Pittman, of Cincinnati School of Design; illustrated. 12mo., cloth. Price \$1.00; with the MONUMENTAL NEWS, International Edition, \$3.15; Regular Edition, \$1.70

Archibald's Quick Method of Estimating Granite Monuments Square.—Giving the cubic feet of stock, superficial feet of cutting, also superficial feet of polishing of each stone, separate. Hundreds in use. Recommended by quarry workers and monument dealers. 254 pages, bound in leather, pocket size \$5.50, with the MONUMENTAL NEWS International Edition, \$6.50.

Anatomy in Art.—A practical text book for the art student in the study of the Human Form. To which is appended a description and analysis of the Art of Modeling, and a chapter on the laws of proportion as applied to the human figure, by Jonathan Scott Hartley. Fully illustrated. 135 pages, including illustrative plates. Cloth bound. Price \$3.00; with the MONUMENTAL NEWS, International Edition \$4.50.

Perspective.—By A. L. Cone. A series of practical lessons beginning with Elementary Principles and carrying the student through a thorough course in perspective. 33 illustrations. One 12mo volume, cloth \$1.00; with MONUMENTAL NEWS International Edition, \$3.25.

Pocket Book of Alphabets for Draftsmen and Stone Cutters.—Contains Church Text, Egyptian, French, Old English, German Text, Old Roman, Tuscan, Italic, Henry VII (Westminster Abbey), Rustic, Ornamental and other alphabets; 32

DIXON GRANITE WORKS.

Westerly, R. I.

Quarry Owners and Contractors,
 Designers and Manufacturers of **MONUMENTS,
 MAUSOLEUMS,
 VAULTS, AND BUILDING** Work of all descriptions in

White, Red and Gray Granite.

Estimates given at short notice, Rough Stock to the trade.

pages 4 x 7 inches, sent by mail postpaid for 20 cents.

Ames' Book of Alphabets.—Fourth Revised Edition. The best book of the kind ever issued. Thirty-three 7 x 11 well filled plate pages, handsomely bound in cloth. Price \$1.25; with MONUMENTAL NEWS, International Edition \$3.25.

How to Estimate Cost of Granite Work.—A valuable little volume for granite dealers, by J. F. Brennan. Cloth cover, \$1.00.

Archibald's New Book of Estimates on Sarcophagus Monuments, arranged similar to his square book. Price \$10.00; with MONUMENTAL NEWS International Edition \$12.00

—CHAS. F. STOLL—

SOLE PRODUCER OF THE CELEBRATED

GROTON GRANITE

For the trade in the Rough, adapted for fine

MONUMENTAL AND STATUARY WORK. P. O. Address,

NEW LONDON, CONN.

HENNEBERRY BROS. & CO.,

CONCORD, N. H.

QUARRIERS AND MANUFACTURERS OF

CELEBRATED DARK BLUE CONCORD GRANITE FOR MONUMENTAL PURPOSES.

Also New Westerly and Barre Granite.

Correspondence of Dealers Solicited.

Estimates cheerfully furnished. All orders promptly executed and satisfaction guaranteed.

J. W. McDONALD.

D. W. McDONALD.

J. W. McDONALD & CO.,

Quarriers and Manufacturers of

-- Fine Monumental Work --
Light and Dark Barre Granite.

Best of Stock and Workmanship Guaranteed.

P. O. Lock Box 97.

BARRE, VT.

STEPHENS & REID,

Manufacturers of and Dealers in

BARRE GRANITE

Monuments, Tablets, and Cemetery Work.
Polishing and Heavy Work a Specialty.

BARRE, VT.

McINTOSH AND SON,

Manufacturers of all kinds of

MONUMENTAL WORK

From all Grades of Quincy and other Granites.

Estimates Cheerfully Given.

Columbia St., S. Quincy, Mass.

MONUMENTS FROM THE FAMOUS HARDWICK STOCK.

Should be ordered direct from

FRANKLIN HARDWICK & SONS

—DEALERS IN—

ROUGH, HAMMERED AND POLISHED GRANITE.
QUINCY, MASS.

Field & Wild, QUARRYMEN,
Dark Blue Quincy Granite
Rough Stock, Monumental and Cemetery Work.

The Superior Qualities of our granite have long been recognized by the trade. QUINCY, MASS

CARLE & WALKER.

Manufacturers of and Dealers in LIGHT and DARK

BARRE GRANITE

Monuments, Tablets and General Cemetery Work.

Fine Draped Work a Specialty.

... BARRE, VT.



PUBLISHED WEEKLY.

NEW YORK AND CHICAGO.

— — —
READ BY

ARCHITECTS,
BUILDERS,
CONTRACTORS,
DECORATORS,
ENGINEERS

and those contemplating building.

HANDSOMELY ILLUSTRATED.

A Profitable Advertising
Medium.

Send for Sample Copy and Terms.

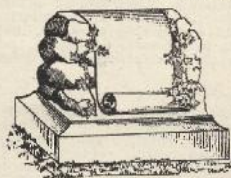
WM. T. COMSTOCK, Publisher
23 Warren Street, New York.

CANTON BROTHERS,

Manufacturers of

Light and Dark BARRE GRANITE

MONUMENTS.



and General
Ceme-
tery Work.
Write for
Estimates.

— — —
BARRE, VT.

Business Chances, For Sale, Etc.

Advertisements inserted in this column so cents a line each insertion; six words to a line. Copy should be received not later than the 20th.

FOR SALE.

WANTED—Somebody to help me open a granite quarry, the stock of which has been tested, specimens sent out and over twenty-five thousand dollars worth of work offered. Little capital required as orders are cash on delivery. Granite tools or engine and boiler will be accepted as capital. Address with stamp Granite, St. Louis, Mo.

FOR SALE—Monumental Works, in a good territory; thickly settled country; good town of 4,000 population. Address F. J. Rink, Geneseo, Ill.

FOR SALE—Granite and marble shop located at Henry, Ill. For cash or on time. A good chance for the hustler. No competitor. A rich farming community. Address Henry Granite Co., Henry, Ill.

MARBLE AND GRANITE BUSINESS—Michigan town, 4,000 population; rich farming county; stock will invoice \$1,500 to \$1,700; all new; bought this year. Trade \$10,000, with no agents employed. Reason for selling health poor. Address K, MONUMENTAL NEWS.

GOOD GRANITE AND MARBLE BUSINESS—In Southern Illinois, county seat, and in vicinity of St. Louis, Mo. Established 1875. Sales from \$8,000 to \$8,000 annually. Good reason for selling. Address R X, care MONUMENTAL NEWS.

ONE OF THE CHOICEST retail Marble and Granite yards in central states. Clean salable stock of finished and rough marble and granite, with derrick, chain hoists, etc., all tools and appliances necessary. Finest agricultural country; prosperous farmers; good, large town, shop finely located, nice show room (plate glass front) and office, doing good business. Good reason for selling, will rent premises to purchaser reasonable. Address "Stock," care MONUMENTAL NEWS.

Wanted—Situations or Help.

There will be a charge of 25c. for every advertisement in this department when replies are addressed in care of the MONUMENTAL NEWS. Advertisements will be inserted FREE only when replies are addressed direct to the advertiser.

WANTED—A position by a first class granite and marble letterer; can also cut marble. Address C. E. Clark, St. Clairsville, Ohio.

WANTED—Position to wholesale granite or marble, by an experienced salesman; have traveled many years in several states. Or would accept a salaried situation with a reliable retail dealer in city trade. Address F. Granite, care of MONUMENTAL NEWS.

WANTED—A good general workman, that can work in granite and also in all kinds of marble and rustic work. German preferred. Address M. Bissinger, Box 283, Albert Lea Marble Works, Albert Lea, Minn.

WANTED—Thoroughly reliable agent to sell at retail, or would take a partner if a good salesman; business established twenty years; one of the best territories in the State of Michigan. References required. Address V., care of MONUMENTAL NEWS.

WANTED—Position by a married man competent in marble and granite, temperate and reliable; also qualified to take charge of shop; understands perspective drawing, and is a good shop salesman. References given from former employers. Address Granite, 421 Marshall avenue, St. Paul, Minn.

WANTED—Every marble and granite dealer to know that subscribers to the MONUMENTAL NEWS have the privilege of advertising for workmen in this column FREE of charge. This is but one of the many ways in which it pays to be a subscriber to the MONUMENTAL NEWS—the best medium for getting good workmen.

WANTED—First-class marble and granite salesman; must also be a good workman, so as to be able to take turns in the country and in shop with proprietor; state salary expected and give references from present or late employer. Address Waverly Marble Works, Waverly, Kan.

WANTED—First-class salesman and letterer in granite and marble; one that can do both branches; or a general salesman; none but competent and reliable men need apply. Address O. P. Toombs, Schenevus, N. Y.

WANTED—Good general workman; German; steady work. References required. O. Illinois, care of MONUMENTAL NEWS.

WANTED—An experienced salesman for retail granite and marble business; must be willing to go on his own merits. Best territory, with an established business of 30 years. Only men that can sell work need apply to The Schilling Co., Albany, N. Y.

WANTED—At once several experienced salesmen in the Monumental line. Good territory. Address with references, E. T. Stollman, Erie, Penn.

WANTED—An experienced salesman for retail marble and granite business, to work on salary and commission. We can give a good man the best chance to sell work. Territory, Erie County. The Schilling Co., 113 Seneca St., Buffalo, N. Y.

WANTED—Retail monument dealers to begin the New Year right by using one of our books for keeping an accurate account of the cost of monuments bought at the quarries, conceded to be the best book of the kind ever published. Made in two sizes, \$1 25 and \$1 75. SPECIAL PRICE TO SUBSCRIBERS. MONUMENTAL NEWS, 331 Dearborn St., Chicago.

WANTED—By an eastern firm a first-class salesman for all classes of Monumental work, to solicit orders from the trade. A thoroughly capable man will be backed up with quality prices and first-class work, or retail dealer who could devote part of his time for the above. Apply with references to X B MONUMENTAL NEWS.

WANTED—Situation by a first-class letterer and tracer on both granite and marble, also good general workman. Married man and strictly sober. Address Box 449, John W. Botsford, Waupaca, Wis.

WANTED—A position by a first-class marble cutter and letterer in marble or granite, and well experienced in handling a shop. Address Geo. Griffin, 1518 Stillman St., Philadelphia, Pa.

WANTED—Situation by a granite and marble letterer, cutter and tracer. Strictly sober and industrious. Address J. Voss, 603 Roscoe St., Chicago, Ill.

WANTED—Situation in small town, by a good all-around marble polisher. Steady job. A. B. 318, 24th St., Chicago, Ill.

WANTED—Partner to take half interest in one of the best retail marble and granite sheds in the North Central States; business will average \$12,000 to \$15,000 per year, with good prospects of increase; the county seat of a splendid county; nearest competition twenty-five miles away; have a complete outfit of machinery to manufacture granite and marble for all purposes; good chance for a party to invest \$4,000 or \$5,000 in an established business; want correspondence soon; good reasons for changing. Address A. A., care of MONUMENTAL NEWS.

WANTED—Experienced salesman for retail marble and granite business to work on commission; good territory and a good chance for a hustler; married man preferred. Address J. J. H. Stahl, Seneca, Kas., Nemaha County, Box 212.

WANTED—Situation by a first-class general workman in all branches of the business; first-class air brush worker; have brush of my own; understand plans; can take charge of shop; twenty years' experience. Address Chas. B. Lewis, Shelby, Ohio.

WANTED—Practical pointers from workmen on carving, lettering, tracing, polishing and setting monuments and the hundred and one details connected with marble and granite working. Liberal compensation to those who will furnish matter. Address EDITOR MONUMENTAL NEWS, Chicago.

WANTED—Situation by thorough all-around workman, can cut, polish, letter, trace, carve, and set all kind of work rustic in marble or Bedford. Sell on the road or shop, entire charge of large shop five years, competent, sober and reliable. No reasonable offer rejected. Have done building carving three years. Address Marble and Granite, Box 56 Union City, Mich.

WANTED—A good steady job. Can cut marble, stone and do any kind of work around shop, good experience in shop, run shop myself for five years. Address Geo. Nattemann, Atlantic, Ia.

WANTED—By an experienced granite and marble carver a position. Carving or lettering or drafting. Am strictly temperate, 25 years experience, understand building plans and all figuring. Address Carver and Letterer, MONUMENTAL NEWS, Chicago, Ill.

WANTED—Situation by a first-class marble workman and granite letterer, in shop where I can find employment the year round. When work is slack in shop will go on road to help out in securing orders. Am a fair salesman sober and reliable married man; can furnish first-class references. Also furnish my own horse and buggy. Address "Hustler," care MONUMENTAL NEWS.

WANTED—Wholesale granite salesman. Would like to hear from granite manufacturers, also marble and stone producers, with a view of selling on commission. References. Address M. K., care MONUMENTAL NEWS, Chicago, Ill.

WANTED—Thoroughgoing reliable salesman. Retail trade, Central Illinois. None but first-class men need apply. Good opening for right man. Address Illinois, care MONUMENTAL NEWS.

WANTED—A No. 1 general workman with \$350 to go into partnership in the marble business at Eldorado, Ill. Best opening in southern Illinois. Farmers well fixed and rich country. No opposition within 30 miles; population 2,000, with 3 railroads branching in five directions. Business established; \$350 worth of orders for spring delivery. Address Marble Dealer, Box 267, Eldorado, Ill.

WANTED—A position in marble shop. Am a good all-round man; can cut letters and trace marble; also letter and trace granite. Willing to go any place. I am 23 years of age, single and steady and sober and can give good references. Address A. E. Simpson, Sanilac Center, Sanilac Co., Mich.

WANTED—An experienced and competent salesman to sell marble and granite at retail. A capable man may secure an interest in one of the best shops in western New York. No capital required. Address C. E. H., care MONUMENTAL NEWS.

WANTED—Salesman by a wholesale granite firm. Must be a hustler and come well recommended. Address with full particulars as to age, experience, terms, etc., Wholesale, care MONUMENTAL NEWS.

WANTED—Situation by a good general workman, can letter and trace granite; will work at low wages from now until spring. Address L. No. 16 North Union St., Aurora, Ill.

WANTED—Men to solicit for subscriptions to the MONUMENTAL NEWS. Liberal inducements to agents. Write for terms. MONUMENTAL NEWS, Chicago.

WANTED—Situation by a first-class marble cutter and letterer in marble and granite. Address Harry Rhoades, 1518 Stillman street, Philadelphia, Pa.

WANTED—First-class salesman. State experience and give references. Venetian Marble Co., 76 Perin Bldg., Cincinnati, O.